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Front cover photograph

A Leyland Super Comet tractor, loaded with hard wood timber, tackling one of the steep grades at Omo, near Ijebude-Ode, Nigeria. It is one of four Super Comets and two Clydesdale units working for the Omo Sawmills of Nigeria Ltd. These vehicles haul loads of up to 13 tons on an 18 to 20 mile trek from the extraction area to the mill. The route over which the haul has to be made includes gradients of 1 in 3 and is generally on an average grade on 1 in 4.3 to 1 in 5.5. This is a severe test for vehicles under normal conditions but in the rainy season which can last as long as six months during which up to 150in. can fall – the difficulties are increased enormously. However, during the wet period the company manages to maintain an extraction rate of 2,300 to 2,400 tons of timber per month.

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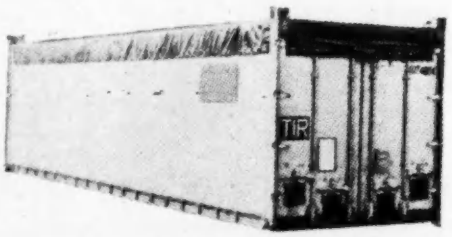

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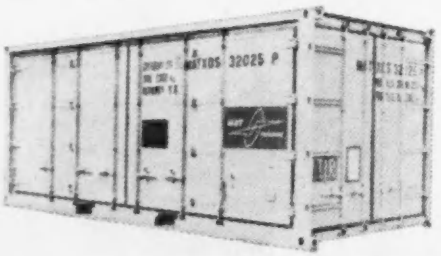

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FOCUS ON EFTA — 6

The British Year in Austria

By P. H. Scott, Commercial Counsellor, British Embassy, Vienna.

Lord Brown, Minister of State, Board of Trade, introduced this series in the January 31 issue. Articles so far have been:
Finland as a market – January 31
Portugal: an economy offering fresh opportunities for export – February 7
Sweden: the market for capital goods – February 21
Selling to Norway – March 21
Openings for British Exports to Switzerland – March 28

IN MAY OF this year the Queen will make a State visit to Austria, the first by a British Sovereign since the beginning of the century and, indeed, since the foundation of the Republic. In October there will be a major British Week when the British presence will be inescapable, from the goods in the shops to the Royal Ballet on the stage of the Opera. It is no exaggeration to call 1969 'the British year' in Austria. To a greater extent than ever before Austrian attention will be focused on Britain, on our character, institutions and products. This is, of course, far more than just another trade promotion; but the trading advantages will be substantial. British firms already established in the market should be able to consolidate and expand; for other firms it is an ideal time to discover what Austria has to offer.

Austria is a comparatively small country, almost exactly the same size as Scotland. Of the population of just over seven million, about a quarter live in Vienna. In common with other European countries of a comparable size, its affairs are prospering. Since the war its political and labour relations have been tranquil and uneventful and its economy has expanded steadily from year to year. It has no foreign exchange problems, and the slight deficit on the current trading account is nearly balanced by the income from tourism alone. The Austrian schilling is solid and freely convertible. There is, of course, a gloomier side to the picture as well. Much of Austrian industry is out of date, uneconomic and badly in need of re-equipment; but capital is scarce. The social services impose a heavy burden on the Federal budget and reduce the purchasing power of the consumer. One cannot expect to sell as much to Austria as to a larger or wealthier country. Even so, total Austrian imports in 1968 were worth £1,047 million.

Austria is a partner with us in EFTA, and industrial exports from Britain and other member countries therefore enter Austria free of all customs duty. Trade between Britain and Austria has been expanding rapidly, especially since the EFTA arrangements came into effect. In 1968 our total exports to Austria were worth £53.0 million, an increase of 31 per cent over the previous year. Austrian exports to the United Kingdom have been increasing even more dramatically. The 1968 total of £58.4 million was an increase of 40 per cent over 1967.

All this sounds encouraging enough until we look at the small share of Austrian imports supplied by Britain. In 1967 Austria's principal suppliers were:

	Per cent of total imports
West Germany	41.7
Italy	7.9
Switzerland	7.3
Great Britain	6

In spite of the EFTA advantages and the discouragement of the Common Market tariff, EFTA countries as a whole supplied only 17.9 per cent of Austrian imports, but EEC 58.5 per cent. This has, in fact, been the traditional pattern for many years: West Germany supplying nearly half the market, with Italy, Switzerland and Britain following, but a long way behind. The abolition of tariffs between the EFTA countries has stimulated imports from them, but not to the extent of making any serious inroad on the traditional pattern. We have no reason for complacency therefore, especially as the EFTA advantages are more likely to diminish than increase. All-round tariff cuts under GATT, like the Kennedy Round, are already beginning to erode them; and, although the chances of this are still remote, Austria hopes eventually to reach an arrangement with the Common Market which would reduce the tariff barriers which at the moment cut across her traditional lines of trade. If British firms are to take advantage of EFTA to establish themselves in the Austrian market, they must act quickly while conditions are more favourable to them than they are ever likely to be again.

Mr. D. J. Shattock (right), leader of a recent mission to Vienna arranged by the British Food Council, (see Board of Trade Journal, *March 28, page 922), is shown here with Mr. J. Peskett, Director of the British Week Office, Vienna, during a one day Samples show arranged by the mission at the Intercontinental Hotel, Vienna.*

The German domination of the Austrian market is a result of both history and geography. The mere fact that the two countries speak more or less the same language is an enormous advantage to the German supplier. Labels, advertising material and instructions are immediately intelligible, and so are business correspondence and invoices. Even if an Austrian importer speaks some English it is very unlikely that the whole of his office staff does, and, other things being equal, he naturally prefers to deal in his own language. Austrians are constantly under the influence of books, magazines and technical journals published in Germany. Proximity is a great help. It not only means that freight costs are less, but that the German businessman can visit Austria with the expenditure of very little more time and trouble than it would take to go to another part of his own country. In trade as in other matters, nothing succeeds like success, and because German firms have been established in Austria for so long, their products are

(*Continued on next page*)

AUSTRIA, *continued*

well known and their distribution arrangements either through subsidiary companies or Austrian representatives are strong and effective. All these advantages mean more in Austria than they might elsewhere because Austrians are cautious about change. They are loyal to the man or the product that they know, and hesitate to upset old habits, especially if it means using an unfamiliar language and dealing with a firm that seems impersonal and remote.

None of these are reasons for not trying. There is room for a great expansion in British exports to Austria if we can displace some of the traditional suppliers. There is no reason why we should not; EFTA and devaluation have given us real advantages, reflected in very keenly competitive prices. There are already signs that these are producing results. Statistics of car sales are an example:

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	1967	1968 First 10 months only	
United Kingdom	16,401	21,004	+28 per cent
West Germany	68,804	63,242	− 6.6 per cent
Italy	13,411	12,348	− 7.9 per cent
France	16,659	11,149	−33.7 per cent

If we can do this with cars we can do it with other things, especially as we now have the additional help of the recent German tax on exports. But we have to face the disadvantages of distance and a different language and do everything we can to overcome them. This means the use of German in correspondence, at least in the initial approach, and certainly German labels, instructions and trade publications. It means, too, the use of the metric system and close attention to delivery dates and the use of the fastest and most economic means of transport. Of all the complaints made against British firms in Austria, by far the most frequent are about failure to keep promised delivery dates. Sometimes a delay is unavoidable, but where difficulties are foreseen they should be explained frankly; the worst impression of all is made when the importer is left to conclude that he has been given a completely unrealistic promise or he is left to wait for the goods without a word of explanation or apology. This is a market where courtesy and friendliness in personal relationships are worth a great deal. Above all, therefore, an exporter who means to make a serious effort to enter the Austrian market should come to the country and meet his potential customers and distributors. This is the only way to overcome the traditional feeling of a land-locked country that an island in the Atlantic is remote and strange. This feeling lingers on in the jet age when Vienna is only two hours away from London. The Royal Visit and the British Week will do a great deal to overcome it; but the businessman must come too if the increased goodwill and understanding are to be translated into sales.

It is no accident that in speaking about Austria one cannot avoid the word 'tradition'. The Austrian, and particularly the Viennese, is so surrounded by magnificent vestiges of the imperial past that he tends to respect the past and distrust change. The visitor is struck by examples of this at every turn. Fashion in clothes reaches Vienna months, or even years, after London. The tradition of the handcraftsman still holds out against mass production. Standards of taste and behaviour have hardly been disturbed by the 'teenage revolution of North America and Western Europe. The whole way of life often seems refreshingly or distressingly old-fashioned, depending on one's personal point of view. But, like any other country, Austria is full of contradictions, and it would be quite wrong to conclude from some surface appearances that it is living in the past. It is an industrial country with a flourishing export trade and an advanced welfare state. Vienna is about to build an underground railway, and plans for a nuclear power station are far advanced. Colour television has just been introduced. There is about one car, one television set and one fridge to every seven inhabitants. There are many signs that far-reaching changes in habits and tastes are gathering momentum. The supermarket and the department stores are beginning to displace the little family business round the corner. All this is both a challenge and an opportunity to the exporter. A challenge because goods are studied critically for both quality and price, and an opportunity because the market is ripe for change, and there might well be an explosion in the appetite for new and unfamiliar products. We may well find that the British Week comes at the ideal moment both to trigger off this change and to take full advantage of it.

For centuries Vienna was, of course, the capital and cultural and trading centre of a great land empire which included much of the present-day Yugoslavia, Hungary and Czechoslovakia and territories even further afield. To this day names of Czech or Hungarian origin are commonplace in Vienna, and it is the most natural thing in the world for the Austrian businessman to look on these countries on his doorstep as a natural market. Communications with them by road, rail, air, telex and telephone are excellent. Tourists and buyers move comparatively freely in both directions. For this reason the Austrian market is larger than it seems from the population figures. Trade fairs in Vienna and Graz regularly attract buyers from Eastern Europe, and the British Week will be no exception. Exporters to Austria should, therefore, be conscious of this possible extra bonus.

A Rank Xerox 420 Copier/duplicator installed at the Official Austrian tourist Office, Osterreichische Fremdenverkehrswerbung, during recent expansion of the office. The photograph shows Ministerialrat Dr. Langer-Hansel, general manager, (right) with Dr. Rischka, general manager of Rank Xerox's Austrian office.

The British Week is, of course, mainly an opportunity for a massive sales promotion of consumer goods; but it is not only in this field that there are new and expanding opportunities in Austria. In capital goods also we are more price competitive than before. The Austrians have plans for the reorganization and modernization of their industry, which should give opportunities for the sale of machinery and equipment, perhaps, also, licensing arrangements or joint ventures for the production of new products. Here, again, the attention which we focus on Britain in Austria in 1969 should have real advantages in terms of trade.

In every way, therefore, conditions are favourable this year for a major British breakthrough in the Austrian market. For consumer goods the first four or five months of the year is the crucial period to find an outlet in Austria and to sell the goods so that they will be in time to reach the shops by October. The time for action, therefore, is now.

(Opportunities for exporters on next page)

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Opportunities for exporters in Austria

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the* Bulletins, *which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. *each*) *and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order* Bulletins *or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin. *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4. Tel.* 01-248 5757, *Extns.* 7016, 7017. *Telex* 886143. *Answer Back BOTHILLGATE LDN. Telegram EXSERBRA.*

Reference No.	Commodity		Bulletin No.
ESB.13092/69	Chocolate; sugar rice	Source of supply	59/69
ESB.17711/69	Wool and acrylic waste; worsted tops	Source of supply	59/69
ESB.10607/69	Women's coats and suits; dresses; knitwear	Agency	57/69
ESB. 7817/69	P.V.C. powder; polyethylene; polystyrene	Source of supply	56/69
ESB.35878/68	Semi-finished toilet and cosmetic articles; semi-finished spectacle cases	Source of supply	56/69
ESB. 7556/69	Domestic bread slicing machines	Source of supply	55/69
ESB.12190/69	Woollen hat materials	Source of supply	55/69
ESB.10455/69	Furnishing fabrics; upholstery fabrics	Agency	53/69
ESB.11601/69	Shirtings	Agency	53/69
ESB. 8423/69	Light fittings; radios; record players; tape recorders; television sets	Agency	48/69
ESB.10392/69	Coats	Agency	47/69
ESB. 9671/69	Clothing attachments; hosiery; knitwear	Agency	45/69
ESB. 9112/69	Handbags	Agency	44/69
ESB. 8593/69	Leather; skivers	Agency	43/69
ESB. 9056/69	Knitwear	Agency	42/69
ESB. 8533/69	Domestic ware; toys	Agency	41/69
ESB. 364/69	Foam backing; knitted fabrics	Source of supply	41/69
ESB. 5770/69	Hemp or flax straps for making venetian blinds	Source of supply	41/69
ESB. 7445/69	Plastic sections	Source of supply	41/69
ESB. 7604/69	Fruit and vegtables; tinned foods	Agency	40/69
ESB. 8553/69	Hats	Agency	40/69

BSI assistance for British exporters on Federal German safety regulations

THE BRITISH STANDARDS Institution has issued an explanation of the new safety legislation for technical equipment introduced by the Federal Republic of Germany on December 1 last year, 'Gesetz über Technische Arbeitsmittel' (Law on Technical Equipment). The way in which the requirements of this law, known generally as the 'Equipment Safety Law', will affect British exporters is explained in a special digest, which has been prepared by the Technical Help to Exporters (T.H.E.) section of the British Standards Institution. The new digest contains details of the Equipment Safety Law in a summary, and in a translation of a booklet produced in the Federal Republic of Germany which gives the text of the law and explanatory notes on its provisions. Further explanatory notes are provided, from information obtained from the Federal German Ministry of Labour and Social Welfare by T.H.E. representatives.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

British commercial representatives overseas: amendments to list

British commercial representatives overseas: amendments to list

THE LIST of British commercial representatives overseas published in the *Board of Trade Journal* of March 14 should be amended as follows:

AUSTRALIA – BRISBANE. *Add* '(Telex 29-AA82543 a/b Ukrep AA82543)

ADELAIDE. *Add* '(Telex 29-AA40556 a/b Ukrep AA40556)'

BRAZIL – SAO PAULO. *Add* '(Telex 201-021846 a/b Britain SPO)'

GERMANY – MUNICH. *Add* '(Telex 203-529959 a/b UKMUN D')

KUWAIT – *amend* telephone number to '39221/2'

SINGAPORE – *amend* Mr. G. F. Finlayson's title to 'Counsellor (Commercial)'

SWEDEN – GOTHENBURG. *Add* '(Telex 2024-20041 a/b Britain S)'

USA – HONOLULU. *Amend* address of British Consulate to 'First *Hawaiian* Bank Building'

PHILADELPHIA. *Add* '(Telex 20660-834636 a/b Britain PHA)'

YUGOSLAVIA – ZAGREB. *Add* 'Telex 29-21309 a/b 21309 YU BR ZAG)'

GUINEA (Trade Correspondent) – *add* '(Tel. 462-21 and 431-02)'

BIM seminar looks at EFTA

PRACTICAL PROBLEMS and opportunities faced by British businessmen in the EFTA countries will be the subject of a one-day seminar organized by the British Institute of Management. To be held on Tuesday April 22, the seminar will be chaired by Mr. J. E. Norton, managing director of Hambro's Bank Ltd. Various experts will speak on the development of EFTA, the Rules of Origin, the practical aspects of exporting to EFTA countries. Further details are available from the British Institute of Management, Parker Street, London, W.C.2.

BNEC Africa to hold seminar on the Congo

BNEC AFRICA is holding a seminar on the Congo on April 23 presided over by Sir Arthur Smith, chairman of BNEC Africa, an acknowledged expert on Africa who has over 40 years first-hand experience of the entire continent.

Other speakers at the seminar to be held at United Africa House, Blackfriars Road, London, S.E.1, will include Mr. Gervais Bahizi, the Congolese Ambassador to the United Kingdom, or his representative; Mr. Nigel Penn of the British Leyland Motor Corporation; Mr. G. J. Jagger of English Calico; Mr. A. N. O'Brien of the Shell Company; Mr. E. J. Jackson of Export Credits Guarantee Department; and Mr. L. J. Thomas of Unilever Ltd.

BNEC Africa, 6/14 Dean Farrar Street, London, S.W.1, will be pleased to hear from any businessmen interested in attending the seminar.

Construction industry mission to Argentina

SEVEN SENIOR representatives of British construction industries will start a week's trade mission to Argentina on April 13. They will visit Buenos Aires, La Plata and Cordoba. The mission is sponsored by the Federation of Manufacturers of Construction Equipment and is assisted financially by BNEC. Its purpose is to publicise the strength of the British construction industry, the largest in Western Europe, and to ascertain how it can increase its sales in the Argentinian market.

Led by Mr. C. R. Wilson of Hydraulic Machinery (Great Britain) Ltd., of Newbury, Berkshire, this will be the industry's first mission to South America. The firms represented on it include manufacturers of cranes, excavators, contractors plant, mining and earth moving equipment.

Board of Trade Journal to be published on Wednesdays

IN ORDER TO make better use of printing capacity, Her Majesty's Stationery Office and the Board of Trade have agreed to change the weekly publication day of the *Board of Trade Journal* from Friday to Wednesday as from next month.

The last Friday publication date will be May 9 and the changeover to Wednesday publication will start with May 14 issue.

Board of Trade Ministers' visits to regions

MR. ANTHONY CROSLAND, President of the Board of Trade, was expected to visit the South-west on April 10 and 11. The President's itinerary included visits to St. Austell to visit English China Clays Ltd.; an informal dinner in Newquay with representatives of the tourist industry in Cornwall and Devon; a discussion with members of Cornwall County Council; and visits to Holman Bros. Ltd. (engineers) and Silley Cox and Co. Ltd. (ship repairers and engineers).

Mr. Edmund Dell, Minister of State, Board of Trade, was expected to be in Teeside on April 9 and 10, to visit ICI's Heavy Organic Chemicals and Agricultural Divisions at Wilton and Billingham and Patons and Baldwins Ltd. factory at Darlington.

Attitudes towards imported knitwear to be studied

THE HOSIERY and Knitwear Economic Development Committee has decided to investigate the reasons behind the rapid increase in imported knitwear. During the last seven years imports of knitwear have gone up threefold, and there is no sign of any tailing off despite the 1967 devaluation. The study is expected to evaluate the extent to which the various factors concerned are contributing to this situation.

To help it carry out this study, the EDC has commissioned Mr. Douglas Tookey of the Ashridge Management College, and Conrad Jameson Associates, a firm of market research consultants. The study will be completed in about five months; work will begin immediately and the EDC hopes to publish a report in the autumn.

Design consultant appointed

AT A RECENT meeting in Leicester of the Economic Development Committee for the Hosiery and Knitwear Industry, Mr. L. M. Spalton, the chairman, announced that Mr. Otto Weisz had agreed to act as the EDC's consultant on design with effect from April 15. Mr. Weisz, a designer of classic knitwear, has recently retired as managing director of Pringle of Scotland Ltd. He will become a member of the EDC's Marketing Action Group and advise on the projects which it could usefully undertake in the field of design.

Tribology Committee's second annual report published

THE MINISTRY of Technology announce that significant progress was made during 1968 on developments in the field of tribology. Three centres of tribology (at the Universities of Leeds and Swansea and at the UKAEA Laboratories, Risley), operating on a commercial basis, were set up as part of a national framework to offer consultancy services to industry for solving tribological problems. The number of orders already placed by industry with these centres indicates that a real need is being met. This progress is set out in detail in the second annual report of Mintech's Committee on Tribology published on March 31.

Tribology means the study of friction, i.e. the interaction of two moving surfaces rubbing together.

Proposed merger of Ross Group and Associated Fisheries

MR. ANTHONY CROSLAND, President of the Board of Trade, in consultation with other Ministers concerned, has examined the proposed merger of the trawling interests of Associated Fisheries and the Ross Group and the vesting of these assets in a new trawling subsidiary of Associated Fisheries. The examination has been made in the light of extensive study by the IRC of the restructuring of the trawling industry and their conclusion that the proposed merger would increase the efficiency and productivity of the industry and provide the basis for a strong and viable company specifically committed to a successful fish-catching operation (as distinct from a combined catching and distributing group) and capable of introducing to the industry new managerial and other skills.

The merger will create a powerful unit in the trawling industry, particularly in the Humber ports, and accordingly the Government have sought to satisfy themselves that the marketing power of the new group will be exercised in the national interest and taking full account of Government policies. The Fisheries Ministers will keep a close watch on developments in the fish trawling and distribution industries in the light of the merger and on the extent to which it helps to realize the objectives of the Government's fishing policy, that is the maintenance of an efficient and competitive industry.

The President has given special consideration to the compatibility of the proposed merger with the findings of the report by the Monopolies Commission in May 1966, which concluded then that the proposed acquisition by the Ross Group of the whole of the Associated Fisheries Group might be expected to operate against the public interest. The President is satisfied that it is right to take a different view of the present proposals both because they differ significantly from the proposals considered by the Monopolies Commission and because of the change in market conditions that has occurred since that date.

The proposals considered by the Monopolies Commission involved the merger of both the trawling and distribution interests of Associated Fisheries and the Ross Group; under the present proposal only the fish catching fleets will be brought into one company, while the distributive business of the two groups will continue to be operated completely separately and in competition with each other and with the rest of the distributive trade. Apart from this, the character of the United Kingdom market for fish has changed with the growing importance of fish packaged as a convenience food, and as a result of the changes in imports. The Board have also noted that the companies have invited the Industrial Reorganization Corporation to appoint a director to the board of the new company.

In addition the Board of Trade have sought from the companies certain specific assurances, namely:

(1) That the new company will consult fully with the Trade Unions concerned on any matters arising from the merger which may affect industrial relations.

(2) That the new catching company will not discriminate either in prices or the availability of supplies in favour of the distributive organizations of the Ross Group and Associated Fisheries as against other distributors.

(3) That the new company will not use its position of strength, particularly in the Humber ports, to bring about any unreasonable increase in fish prices.

The Board of Trade will closely watch developments following the merger and will discuss with the companies any complaints as to the commercial practices of the new company. If the preservation of fair competition appears to be threatened or if issues arise under the prices and incomes policy the Government will be prepared to make references to the Monopolies Commission or to the National Board for Prices and Incomes as appropriate.

Banks to stop issuing halfpennies

THE DECIMAL CURRENCY BOARD announce that halfpennies will not be issued to bank customers from July 1, a month before they cease to be legal tender on August 1. The Decimal Currency Board are asking retailers to phase them gradually out of prices and to bank them in special bags.

Lord Brown (fourth from left), Minister of State, Board of Trade, chatting to Danish industrialists and engineers who called on him recently at the Board of Trade offices in Victoria Street, London. The party was in Britain for a week to study aspects of British industrial life. With Lord Brown, from the left, are: Mr. Arnth-Jensen, President of the Federation of Danish Industries; Mr. Gunnar Rosendahl, President of the Danish Professional Engineers' Association; Mr. Wigo Theilgaard, Director of the Federation of Danish Industries; Mr. Erik Schou, President of the Danish Technical Engineers' Association; and Mr. G. Booth, Commercial Counsellor, British Embassy, Copenhagen, who is accompanying the Danish party.

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during March in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Additions:

Goulston Banking Corporation Limited, 51 Grosvenor Street, London, W.1.

M. B. P. Russell and Company Limited, 6 Austin Friars, London, E.C.2.

Changes of Address:

C. Kirkland-Whittaker Limited, St. Vedast House, 150 Cheapside, London, E.C.2.

Northern Counties Securities Limited, 10 Charlotte Street, Manchester.

Exempted Dealers

Addition:

Standard Life Pension Funds Limited, 3 George Street, Edinburgh 2.

Change of Name:

The name of National Commercial & Schroders Limited has been changed to National Commercial & Glyns Limited.

Change of Address:

Girard Trust Bank, 83/84 Queen Street, London, E.C.4.

Authorized unit trust schemes

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1968 Particulars of Dealers in Securities and of Unit Trusts. These changes are in addition to those published in the *Board of Trade Journal* of June 14, October 11 and December 13, 1968.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Municipal & General Securities Company Limited, Lee House, London Wall, Lon-E.C.2.	The M & G Compound Growth Fund.	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Martins Unicorn Limited, Unicorn House, 252/6 Romford Road, London, E.7.	Unicorn Progressive Unit Trust.	Royal Exchange Assurance, Royal Exchange, London, E.C.3.
Fund Managers Limited, Berendson House, 31/33 High Street, Carshalton, Surrey.	Surinvest Performance Fund.	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2.
Allied Investors Trusts Limited, 286/295 Salisbury House, London Wall, London, E.C.2.	Allied Equity Income Trust.	The Royal Bank of Scotland, P.O. Box 51, St. Andrews Square, Edinburgh, 2.
Pelican Units Administration Limited, 21 Spring Gardens, Manchester 2.	Pelican Units.	Midland Bank Executor and Trustees Company Limited, Poultry, London, E.C.2.
Slater, Walker Trust Managers Limited, 8/9 Hertford Street, London, W.1.	Slater, Walker Unit Trust.	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
Rothschild and Lowndes Management Limited, New Court, St. Swithins Lane, London, E.C.4.	New Court Exempt Trust.	National Provincial Bank Limited, Drapers Gardens, Throgmorton Street, London, E.C.2.
First Investors and Savers Unit Managers Limited, 55 Bishops gate, London, E.C.2.	First Investors and Savers Enterprise Fund.	Martins Bank Trust Company Limited, 6 Water Street, Liverpool 2.
Westminster Hambro Trust Man. ge.s Limited, 55 Bishopsgate, London, E.C.2.	Westminster Hambro Income Trust.	Royal Exchange Assurance Royal Exchange, London, E.C.2.
Westminster Hambro Trust, Managers Limited, 55 Bishopsgate, London, E.C.2.	Westminster Hambro Capital Trust.	Royal Exchange Assurance Royal Exchange, London, E.C.2.
Equity and Law Unit Trust Managers Limited, 20 Lincoln's Inn Fields, London, W.C.2.	Equity and Law Unit Trust.	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
M. & G. (Scotland) Limited, 120 St. Vincent Street, Glasgow, C.2.	The Clyde High Income Fund.	Clydesdale Bank Limited, 30 St. Vincent Place, Glasgow, C.1.

Changes

The address of Professional and General Fund Managers Limited is now Bartlett House, 9 Basinghall Street, London, E.C.2.

The address of Slater, Walker Trust Management Limited is now Leith House, 47/57 Gresham Street, E.C.2.

The name of Martins Unicorn Limited has been changed to Barclays Unicorn Limited.

The name of The Royal Bank of Scotland has been changed to The Royal Bank of Scotland Limited.

General Accident Fire and Life Assurance Corporation Limited is now the Trustee of Scotbor Growth Fund, Scotbor Income Fund and Scotbor Trustee Unit Trust in place of The Governor and Company of the Bank of Scotland.

The address of Fund Managers Limited is now Greylaw House, Manor Road, Wallington, Surrey.

BoT appoints investigating inspectors for two companies

THE BOARD OF TRADE in pursuance of the powers conferred upon them by Section 165(b) of the Companies Act, 1948, as amended, have appointed Mr. B. Finley, QC, LLB, of 1 Essex Court, Temple, London, E.C.4, and Mr. I. G. Booth, FCA, of Mann, Judd & Co., 8 Frederick's Place, Old Jewry, London, E.C.2, to act as Inspectors to investigate the affairs of Windsign Investment Company Limited, and R.C.C. (Securities) Limited, both in creditors voluntary liquidation.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and Amendments to the Register

A LIST OF additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1969 is given below; the amendments are shown in italics.

'D' and 'F' Agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1969 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 62) on January 10, 1969.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the court. Subsequent additions have been published at approximately quarterly intervals but no Notices of Reference were issued during the quarter January 1 and March 31, 1969. Anyone who may be in a position to assist the court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Board of Trade may, on the representation of the Registrar, give directions discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A list is given below, headed as this paragraph is headed, of agreements in respect of which such directions have been given and are in force. These agreements are indicated in the index to the Register by the symbol 'B'.

Inspection of the Register

The Register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2;
9 Hope Street, Edinburgh, 2;
21 Linenhall Street, Belfast, 2.

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3197	Agricultural implements.
	B
2301	Bacon pigs, *add E.4/69.*
1524	Beetroot sugar, cane sugar, *add B.3/69.*
2000	Beetroot sugar, raw cane sugar, Liverpool, *add B.3/69.*
1839	Black bolts and nuts, *add D.9/68.*
1153	Black bolts, nuts, set screws, coach screws, *add D.9/68.*
1931	Building materials, Northern Ireland, *add B.3/69.*
	C
3148	Carbonized wool, scoured wool.
853	Cinematograph films, film materials, *add B.3/69.*
2905	Coal and solid fuels, *add B.3/69.*
2906	Coal and solid fuels, *add B.3/69.*
2907	Coal and solid fuels, *add B.3/69.*
1033	Coal tar fuels, creosote oil, road tar, *add B.3/69.*
527	Collars, industrial overalls, pyjamas, shirts, ties, *add B.3/69.*
2915	Cork carpet and tiling, linoleum and similar products, PVC based materials, rubber floorings, thermoplastic tiles, *add B.3/69.*
542	Corsetry.
2872	Credit cards (hotels and restaurants), flowers, hotels and restaurant meals, *add F.12/68.*
3153	Creosote oil for hydrogenation, D.8/58.
	D
1455	Diesel locomotives, *add B.3/69.*
1828	Diesel locomotives, railcars, *add B.3/69.*
2895	Diesel power equipments, *add B.3/69.*
3088	Domestic electrical appliances, industrial gases, petroleum products, trichloroethylene, *add D.2/69.*
3149	Drilling rigs.
	F
2824	Fish, C.11/66, *add E.12/69.*
3150	Footwear, Croydon, F.10/68.
1434	Fruit, vegetables, bags and sacks, baskets wicker, wooden tubs, wooden boxes and crates, *add C.4/68.*
3065	Fruit, vegetables, F.5/67, *add C.4/68, 5/68.*
1315	Furnishing fabrics, *add B.3/69.*
	G
3147	Gramophone records, record tapes, E.5/69.
3176	Groceries.
3196	Groceries and provisions.
	H
990	Hotel equipment and supplies.
	I
3207	Ice cream cone and wafer biscuits.
	L
1104	Light rails, steel benk bars, steel colliery arches, steel pit props, C.1/66, *add D.12/68.*
805	Locomotives and spare parts, *add B.3/69.*
2894	Locomotives (underground), *add B.3/69.*
	M
3146	Mandarin oranges (canned), E.10/69.
407	Man-made fibre yarns and staple, *add B.3/69.*
2153	Materials and equipment for use in petroleum industry, *add B.3/69.*
2953	Mechanical parts of diesel and electric locomotives, *add B.3/69.*
3145	Milk, Shetlands.
1155	Motor fuel, Coventry, *add F.10/66.*
1158	Motor fuel, storage tanks, Westham, Sussex, *add D.11/66.*
	N
3133	Newspapers (Sunday).
3144	Newspapers (Sunday).
	P
3154	Pitch.
2575	Pharmaceutical products, *delete F.5/67.*
2954	Power equipments for diesel and electric locomotives, *add B.3/69.*
	R
1459	Refined sugar, *add B.3/69.*
1128	Rolled steel rings, C. 11/65, *add D.3/69.*
	S
1313	Shellac, *add D.2/67.*
3080	Ships stores, Lancs, Ches, Cumb, Flint, *add B.3/69.*
988	Stationery. *add B.3/69.*
1827	Steam locomotives, steam locomotives boilers, steam locomotives parts, *add B.3/69.*
842	Sugar, *add B.3/69.*
881	Sunday newspapers, *add B.3/69.*
1461	Super tension mains cable and accessories, C.7/68, *add D.12/68.*
3160	Surgical footwear and appliances,
	T
3142	Toroidal power rheostats, vitreous enamelled resistors.
2828	Tyres, *add B.3/69.*
	W
3143	Wool tops, Bradford, B.3/69.

(*Continued on next page*)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1.

RESTRICTIVE AGREEMENTS, *continued*

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
1104	Light rail, steel benk bars, steel colliery arches, steel pit props	—	D	Dec. 1968
1128	Rolled steel rings	—	D	Mar. 1969
1155	Motor fuel	Coventry	F	Oct. 1966
1158	Motor fuel, storage tanks	Westham, Sussex	D	Nov. 1966
1313	Shellac	—	D	Feb. 1967
1453	Black bolts, nuts, set screws, coach screws	—	D	Sept. 1968
1461	Super tension mains cables and accessories	—	D	Dec. 1968
1839	Black bolts and nuts	—	D	Sept. 1968
2872	Credit cards (hotels and restaurants), flowers, and restaurant meals	—	F	Dec. 1968
3088	Domestic electrical appliances, industrial gases, petroleum products, trichloroethylene	—	D	Feb. 1969
3150	Footwear	Croydon	F	Oct. 1968
3153	Creosote oil for hydrogenation	—	D	Aug. 1958

Agreements not to be referred to the Restrictive Practices Court

Registered No. of Agreement	Commodity
1524	Beetroot sugar, cane sugar.
2000	Beetroot sugar, raw cane sugar, Liverpool.
1931	Building materials, Northern Ireland.
853	Cinematograph films, film materials.
2905	Coal and solid fuels.
2906	Coal and solid fuels.
2907	Coal and solid fuels.
1033	Coal tar fuels, creosote oil, road tar.
527	Collars, industrial overalls, pyjamas, shirts, ties.
2915	Cork carpet and tiling, linoleum and similar products, PVC based materials, rubber flooring, thermoplastic tiles.
1455	Diesel locomotives.
1828	Diesel locomotives, railcars.
2895	Diesel power equipments.
1315	Furnishing fabrics.
805	Locomotives and spare parts.
2894	Locomotives (underground).
407	Man-made fibre yarns and staple.
2153	Materials and equipment for use in petroleum industry.
2953	Mechanical parts of diesel and electric locomotives.
2954	Power equipments for diesel and electric locomotives.
1459	Refined sugar.
3080	Ships stores, Lancs, Ches, Cumb, Flint.
988	Stationery.
1827	Steam locomotives, steam locomotives boilers, steam locomotives parts.
842	Sugar.
881	Sunday newspapers.
2828	Tyres.
3143	Wool tops, Bradford.

Board of Trade advance factories at Girvan and Sanquhar

IN ACCORDANCE with the announcement on November 14, 1967, by the President of the Board of Trade of a 'rolling programme' of advance factories for the Special Development Areas, the Board of Trade are to build a second advance factory of 20,000 sq. ft. at the Grangestone Industrial Estate in the Girvan Special Development Area.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, announced this on March 31 when she visited Girvan during her tour of South West Scotland.

This follows the recent allocation of the first Board of Trade advance factory of 12,500 sq. ft. at Girvan to the Gordos Corporation of New Jersey, United States, which expects to employ eventually about 90 people, about half of them men, on the manufacture of magnetic switches.

Mrs. Dunwoody also announced, on April 1, that the Board of Trade is to build a fourth advance factory of 20,000 sq. ft. in the Sanquhar Special Development Area.

This follows the recent allocation to the Board's second advance factory of 12,500 sq. ft. to James Templeton and Co. Ltd., carpet manufacturers, and is in accordance with the announcement of the 'rolling programme' of advance factories for the Special Development Areas.

The first of the Board's advance factories at Sanquhar, of 15,500 sq. ft. was allocated in July 1964 to Educational and Municipal Equipment Ltd., makers of school furniture.

INDUSTRIALISTS WITH EXPANSION IN MIND—
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Banffshire on the Moray Firth, in North-East Scotland offers you your choice of sites for industry in three centres - Banff/Macduff/Inverboyndie - Buckie - Keith.
The Local Authorities, alive to the other essentials, have ensured that the availability of sites is fully backed by the provision of housing and educational and recreational facilities.
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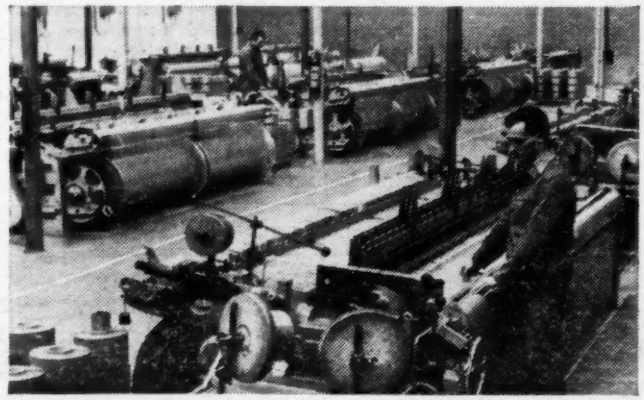
The County Development Officer,
Banff County Council,
13 Cluny Square, BUCKIE.
Tel. No. Buckie 3404.



Supervising looms capable of producing cloth up to 154 in. wide in a new £1½ million plant opened for Don Brothers, Buist and Co. Ltd. at Forfar, Angus, on March 31 by Lord Hughes, Joint Under Secretary of State for Scotland. The company is already one of the biggest jute groups in Britain, and this development also places them among the leading suppliers of polypropylene carpet backing. The factory will be in round-the-clock operation, seven days a week.

£600,000 fish factory for Aberdeen

FINDUS is to build a new £600,000 fish processing plant at West Tullos Industrial Estate, Aberdeen. The building work was started on March 10 and the factory is expected to be in operation by October 1969.

The factory will mean 250 new jobs for Aberdeen people, including factory operatives and office workers. Additional jobs will become available as production increases to capacity level, which is estimated to occur by 1974.

First phase of pigment plant in production at Widnes

THE FIRST PHASE of the new International Colloid pigment factory at Tanhouse Lane, Widnes, Lancs., is now completed and both colloidal black dispersion and colour disperson departments are in production. A 200,000 sq. ft. development is planned for this 11 acre site, purchased from Widnes Corporation at a cost of £66,000. Manufacture will include special carbon black, colour dispersions and dispersing agents for the printing ink, paper, plastics, building and motor industries in Europe and other overseas markets.

Think of industrial building.
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Think of finding the site and arranging the finance.

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Aviation and Shipping

Minister pegs minimum prices of inclusive air tours

MR. WILLIAM RODGERS, Minister of State, Board of Trade, announced on April 2 that minimum prices of inclusive holidays by air during the coming winter are to be pegged at last winter's experimentally reduced levels.

Answering a written question in the House, Mr. Rodgers said: 'The experimental tariff which has applied in this last winter has made winter holidays cheaper and amply achieved its object of increasing winter inclusive tour traffic on both scheduled and charter services with corresponding benefits to the public and to the airlines. Accordingly I shall repeat the experiment for next winter without any change except that Gibraltar will be included in the arrangements.'

Notes:

One of the problems associated with holiday traffic is its sharply seasonal character. Airlines which equip themselves to carry peak traffic levels face a serious problem of aircraft under-utilization during the remainder of the year. This problem is the greater for those airlines which have invested in costly modern jet aircraft. The problem has been further intensified by the fact that air fares and the minimum prices at which inclusive tours may be sold have been at their highest during the winter months.

In order to ease these difficulties an experimental tariff was introduced for the winter season now ending. In the period from October 16, 1968 to April 30, 1969 the minimum prices for inclusive tour holidays by air (whether on scheduled or charter services) were set at 50 per cent of the normal economy class round-trip fare for holidays of eight days and at 60 per cent of that fare for longer holidays. The tariff applied to holidays in the western half of Europe and of the North African coast (Algeria, Andorra, Austria, Azores, Balearic Islands, Belgium, Canary Islands, Denmark, Finland, France, German Federal Republic, Irish Republic, Italy, Liechtenstein, Luxembourg, Madeira, Malta, Monaco, Morocco, Netherlands, Norway, Portugal, Spanish mainland, San Marino, Sweden, Switzerland, Tunisia).

The introduction of this experimental tariff has resulted in a large increase in winter holiday traffic. In the five months from November 1, 1968 to March 31, 1969 the hours flown by United Kingdom charter airlines were roughtly double those flown in the previous winter season. There has also been a handsome increase in the inclusive tour holiday traffic carried on scheduled services. Although about 60 per cent of the passengers have taken short holidays, the number of longer holidays taken (including holidays of three and four weeks), has exceeded expectations; this suggests that some shifting of holiday traffic from summer to winter has taken place. The result of the experiment has undoubtedly been to strengthen the financial position of many airlines during the normally difficult winter period.

Because hotel costs are generally less in winter than in summer, the cost to the balance of payments of this growth in winter traffic is likely to have been relatively small. In round terms, the balance of payments cost of a two-week holiday in the peak summer period is roughly equivalent to a two-week holiday plus a one-week holiday in the winter. Any switch of traffic from summer to winter will, therefore, go some way to offset the cost of additional winter traffic.

The decision is to repeat the experiment for next winter with a minimum of change. For this reason, the tariff is based on fares as they have been rather than the new fares which may result from recent negotiations (yet to be concluded) of the International Air Transport Association. This parallels the decision announced on January 29, 1969 by which inclusive tour prices for the coming summer season will be determined by the fares as they were in the summer of 1968.

Gibraltar (which, as a dependent territory, is covered by the United Kingdom cabotage tariff) was not specifically included in the experiment now ending. It was felt that the Licensing Board would consider sympathetically any applications for similar low tour prices to Gibraltar. This led to some uncertainty in practice. Next winter, to avoid confusion, specific arrangements are being made for Gibraltar on the same basis as for the other countries concerned.

Inclusive tour prices on charter services are controlled essentially in order to avoid the undermining of the scheduled services, which need to be operated all the year round at relatively low average road factors, either through the excessive dilution of their revenue or through the excessive diversion of peak season traffic to charter services operating at relatively high load factors. The normal rule (applied under standard tariff Provision I in air service licences) is that the price of an inclusive tour holiday shall not be less than the lowest return air fare to the same destination at the same time of the day, the same day of the week and the same week of the year. Tour organizers are, of course, free to charge more than the controlled minima, depending on the costs and quality of the hotel accommodation and other amenities included in the holiday price.

It is intended to publish further details of the results of the experiment in an early issue of the *Board of Trade Journal*.

BRITISH EMPIRE MEDAL AWARDS

Mr. William Rodgers, Minister of State, Board of Trade, recently presented British Empire Medals to seven members of the Merchant Navy and to a Principal Lightkeeper in the service of the Northern Lighthouse Board, and a Queen's Commendation for Brave Conduct to Constable David Abrahams of the British Airport Authority. Left to right: Mr. J. W. Cantwell, Mr. F. C. Davis, Mr. W. H. Denton, Mr. A. Evans, Mr. R. J. Jeanes, Mr. William Rodgers, Mr. A. Lovie, Principal Lightkeeper, Turnberry Lighthouse; Mr. H. A. J. Miller, Mr. R. Wylde, and Police Constable D. A. L. Abrahams.

Mr. William Rodgers to visit Wolf Rock lighthouse

MR. WILLIAM RODGERS, Minister of State, Board of Trade, who is responsible for shipping, will visit the Wolf Rock lighthouse, weather permitting, today (April 11). He will sail from Penzance on the Trinity House vessel 'Stella' on Thursday night and commence his tour by visiting the Bishop Rock lighthouse on Friday. He will then proceed to the Round Island lighthouse and the Sevenstones light vessel, and finish his tour at the Wolf Rock lighthouse late of Friday afternoon. If weather conditions prevent landings at the Wolf and the Western Rock lighthouses, Mr. Rodgers wil visit the Eddystone lighthouse.

BOAC pilots strike settled

THE SIX-DAY strike of BOAC pilots was settled on April 5, when substantial increases in salary were agreed.

Minister of Technology names Shipbuilding and Shipping Advisory Committee

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, announced in January that he was setting up an Advisory Committee for Shipbuilding and Shipping. Appointments to the Committee have now been made. Sir Stephen Brown, chairman of Stone Platt Industries Ltd., will be chairman. The other members are: Mr. A. R. Belch, managing director, Scott Lithgows Limited; Mr. B. E. Bellamy, head, Shipping Policy Division, Board of Trade; Mr. F. B. Bolton, Bolton Steam Shipping Co. Ltd., (chairman, Research Committee, Chamber of Shipping of the United Kingdom); Professor J. B. Caldwell, University of Newcastle; Sir John Hunter, Swan Hunter & Tyne Shipbuilders Ltd., (president, Shipbuilders and Repairers National Association); Dr. R. Hurst, British Ship Research Association; Mr. M. Meek, Ocean Fleets Ltd.; Vice-Admiral R. G. Raper, Director General (Ships), Ministry of Defence (Navy); Mr. A. Silverleaf, deputy director, National Physical Laboratory; Mr. S. W. Spain, head, Electrical, Chemical (Process Plant) and Shipbuilding Industries Division, Ministry of Technology; Mr. J. E. A. Harrison, Research Planning Division, Ministry of Technology.

Its terms of reference are:

(a) To consider the research needs for industry in the field of shipbuilding and shipping, and in the light of these,

(b) to advise the Minister of Technology on the programmes carried out in Ministry establishments and on other research supported by the Ministry of Technology in the field,

(c) to report annually to the Minister of Technology.

Third London Airport to hold hearings relating to Foulness site

THE COMMISSION on the Third London Airport gives notice that the first public local hearing in Stage II of its work will relate to Foulness (off-shore) site. The hearing will take place at the Civic Centre, Southend-on-Sea, starting on May 5. The sessions will begin at 10 a.m. and resume at 2.30 p.m. on Mondays to Thursdays inclusive with the exception of Thursday, May 8 and Tuesday, May 20. A complete shorthand note will be taken and copies of the transcript will be available for purchase from Cherer & Co., either at the hearing or from 34 Essex Street, Strand, London, W.C.2.

The purpose of the Stage II hearings is to provide an opportunity for the Commission to be informed as early as possible of all the local implications which it should take into account in its further work on each of the short list sites. At Stage V, which will probably take place early in 1970, interested parties will be able to test in public the material produced in respect of all four sites during the preceding stages.

As a basis for objections, comments and representations at the Stage II hearing relating to the Foulness (off-shore) site, the Commission has made available the broad information set out in the publication 'Short List of Sites and Site Information for Stage II Local Hearings; 1. Foulness (off-shore)' which is available from HMSO, Government Bookshops or other booksellers.

The Commission will give notice in due course of the date, time and place of the Stage II local hearings for the other three list sites.

Manchester Ship Canal resumption

THE PORT OF MANCHESTER announced on April 2 that it was expected that normal navigation throughout the whole length of the Ship Canal would be resumed on April 18, following the accident at Irlam locks.

Parliamentary answers on aviation and shipping

FRIDAY, MARCH 21

Manchester air-crash

The President was asked to make a statement on the air disaster at Manchester Airport on March 20, involving the death of three people. In reply, Mr. Rodgers said: 'A Viscount aircraft, G/AVJA, belonging to British Midland Airways, crashed at Manchester Airport at 16.58 on March 20. The aircraft was making a flight in the course of which pilot training was taking place during the take off. The aircraft made a normal take off and lifted off in level flight. At about 50 feet it yawed to the right with the wings level and then started to roll to the right. When in nearly a vertical bank it appeared to side slip to the ground. The right wing tipped and then the nose hit the ground. The aircraft crashed upside down.

'The fire and rescue services, which had been alerted because of the training exercise, extracted the three bodies from the aircraft before it caught fire. The one survivor is in hospital. An inspector's investigation was initiated in the early hours following the crash, and a report would be issued in due course.

'I am sure the House will wish to join me in expressing sympathy with the relatives and friends of those who died, and also with the survivor.'

Training flight noise

Mr. Rodgers replied to questioners who asked if, with a view to taking steps to reduce noise nuisance, he would consult with municipally-owned airports over the hours per week permitted for airline pilot training and the need to restrict night flying practice periods; and if he would introduce legislation to control the use of airports by British airlines for pilot flying training so that they only used airports which were not adjacent to urban areas. He said: 'I appreciate the noise nuisance sometimes caused by training flights, amongst others, and the Board of Trade is always prepared to give advice to airport owners on steps to reduce it. But to prohibit training flights at the many aerodromes near urban areas would entail disproportionate problems. However, with the co-operation of the British Airports Authority, we have successfully encouraged the use of Prestwick for conversion training.'

Vertical/short take-off and landing aircraft

A Member suggested that legislation should be introduced to allow land to be earmarked alongside service stations on motorways for use by vertical/short take-off and landing aircraft. 'No such legislation is required,' said Mr. Rodgers. 'The Board of Trade already have powers under which they could, if necessary, acquire land for use by these aircraft. Other interested parties could also use land for this purpose subject to their obtaining planning permission and any necessary consent from the Board of Trade.'

MONDAY, MARCH 31

Airport hotel at Belfast

Answering a question on the possibility of making available a site at Belfast, Aldergrove airport for a new airport hotel, Mr. William Rodgers, Minister of State, Board of Trade, said that a provisional site had been set aside and discussions were taking place with various hotel interests and with the planning authorities in Northern Ireland.

Airport buses from Heathrow

A request was made for the President to give a general direction to the airports authority to stop the use of airport buses from Heathrow to Central London, in view of the increasing congestion on roads and flyovers and in tunnels, thereby making the rail link from Victoria station to Heathrow the more economic. Mr. Rodgers said, 'No. But for the reasons the hon. Member has in mind the question of improved access between Heathrow and Central London is under urgent study by the British Railways Board, the British Airports Authority and the Air Corporations with the object of submitting proposals to Ministers.'

WEDNESDAY, APRIL 2

Training flights

Answering a request to make regulations to ensure that training flights should be mainly undertaken at airfields remote from built-up areas, except where experience of an operational airfield was essential, Mr. Rodgers said: 'As I said on March 27 in reply to my hon. Friend the Member for Manchester, Wythenshawe, I am doubtful whether there are grounds for any general restriction. An examination of the need to introduce any special limitations is being made.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, MARCH 20

Custodian of Enemy Property

Lord Brown was asked under what duty, if any, the Custodian of Enemy Property is, or was, in relation to the 1939-1945 war, to hold property under his control, or vested in him as trustee or agent for the original owner or his successor in title; and, if there is, or was, such a duty, under what Statute or Statutory Instrument it arose.

Lord Brown said the Custodian of Enemy Property came into possession of enemy property as a result of Vesting and other Orders made under Section 7 of the Trading with the Enemy Act, 1939. These Orders were made by the Board of Trade with a view to preventing the payment of moneys to enemies and of preserving enemy property in contemplation of arrangements to be made at the conclusion of peace. In a case decided in 1920 it was decided that the beneficial ownership of property then in the possession of the Custodian under the 1914-18 Trading with the Enemy legislation was in suspense while the legal ownership was in the Custodian. The Custodians are not the trustees or agents of the original owners of property in their possession and no court of law has ever so held. In 1954 the House of Lords decided that the Custodians were Crown Servants whose duties involved the holding of property and the receipt of income until further instructions were given to them.

MONDAY, MARCH 24

Frozen fish fillets

A statement was requested regarding the progress of the Four-Power Talks in Geneva upon imports of frozen fish fillets into the United Kingdom. Mr. Dell said: 'Following a decision of EFTA Ministers in November 1968, officials of the United Kingdom and the three Scandinavian countries concerned met in Geneva on March 18 and 19 under the chairmanship of the Secretary-General of EFTA. It was concluded, in the absence of any change in the position of the various countries, that no agreement could be reached on early removal of the tariff. Officials had a preliminary and useful exchange of views on the nature of the arrangements to apply from January 1, 1970; further talks are to be arranged, possibly in May.'

Charter tours into Greece

A Member asked whether representations would be made to the Greek Government regarding the decree recently issued which would limit charter tours into Greece from Great Britain, as well as other countries. Mr. Dell said: 'We have heard reports on the lines indicated by the hon. Member. As soon as the full text of the relevant regulations is available for study we will decide, in consultation with my rt. hon Friend, the Secretary of State, what further action may be appropriate.'

MONDAY, MARCH 31

Textile Council's report on productivity and efficiency

Mr. Anthony Crosland, President of the Board of Trade, was asked what arrangements had been made by his department to assist in the publication of the Textile Council's Report on its productivity and efficiency study. The President replied 'The council is publishing the report today and I have arranged for copies to be placed in the library.'

The concluding section of the council's report was reproduced in full in the Board of Trade Journal *of April 4, page 966.*

Apple and pear licences

A Member asked what representations the President had had about apple licences and pear licences from national federations; and what deputations he planned to see in the near future before new decisions are taken. Mr. Edmund Dell, Minister of State, Board of Trade, replied that officials had discussed proposals for a reallocation of import licences for apples and pears with the National Federation of Fruit and Potato Trades, the Fruit Importers Association, and the Association of Apple and Pear Licence Holders. 'At the National Federation's request I have agreed to meet a delegation to hear their views direct,' said Mr. Dell.

Inverurie

Asked why the Government had refused to make Inverurie a special development area in view of the closure of the locomotive works there which would cause 560 men to be redundant by the end of this year, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said this was because the special development area incentives were introduced specifically to alleviate high levels of unemployment resulting from colliery closures. However, the President was well aware of the difficult problems of Inverurie and the attention of suitable industrialists would be drawn to the facilities available there.

TUESDAY, APRIL 1

Apple and pear licences

A Member asked if the President of the Board of Trade in his review of apple or pear licences, would take steps to ensure that they were granted only to British nationals or to British registered companies that did not remit profits overseas.

Mr. Dell answered 'No Sir. We see no reason to impose conditions in this trade which exist in no other.'

Average deficit on visible trade

Mr. Dell was asked what was the monthly average seasonally adjusted deficit on visible trade, including United States military aircraft, from January 1965 to the latest available date for which figures are available, inclusive; and what it was in the years 1952 to 1964, inclusive. He replied that for the years 1965-1968 it was £38 million; for the period 1952-1964 it was £15 million.

Movement of companies

A Member who asked when the results of the inquiry being conducted by the Board of Trade into the attitudes and experience of companies which moved location between 1964 and 1967, would be published was told by Mr. Dell that the remaining stages of the inquiry and the full analysis of all the information obtained would not be completed until towards the end of the year. The question of publication would be considered at that time.

Industrial development

Mr. Dell answered questions on industrial development in Rugby, Wales and in the Northern Region of England.

Terms of trade

Mr. Reg Prentice, Minister of Overseas Development, was asked to publish details of the movement of the terms of trade between 1964 and 1968 in relation to each of the countries in the Commonwealth in receipt of British aid. Mr. Prentice said that data were not immediately available for the terms of trade of developing Commonwealth countries with the United Kingdom and it would take several weeks to compile them. A table was published in *Hansard* (col. 211) showing the available figures relating to the global terms of trade of certain developing countries and of certain regions.

Import deposits scheme

Mr. Harold Lever, Financial Secretary to the Treasury, was asked to give an undertaking that the Import Deposits Scheme would cease on December 5 and would not be revived, so as to enable manufacturers using imported materials to prepare their costings and make their capital budgets. Mr. Lever replied that the Act ceased to have effect on December 5, 1969. The Chancellor had said on November 22 when introducing the scheme, that it was not one which could or should be kept in being for more than a limited period and he had nothing to add to that statement. Further questions are reported in *Hansard* (col. 221).

WEDNESDAY, APRIL 2

Dumping of cheese

Two questions were asked about the application of the farmers' unions and the Milk Marketing Board on the imposition of anti-dumping or countervailing duties on certain imported cheeses. The President replied: 'I have now completed my examination of the application and am satisfied that exports of cheddar and certain other types of cheese to the United Kingdom from Australia, Canada, the Irish Republic, France and the Netherlands have been and are being dumped and subsidized on a considerable scale, and that this dumping and subsidization has caused and threatens to cause material injury to the United Kingdom cheese producers. In considering whether it would be in the national interest to impose anti-dumping or countervailing duties, I am particularly concerned about the threat arising from the new excessive level of stocks of imported cheese. I have decided to await the outcome of the discussions which my right hon. Friend the Minister of Agriculture, Fisheries and Food has had and proposes to have with the countries concerned about the voluntary restraint by them of the level of their exports of cheese to the United Kingdom. As the House is aware, the Governments of New

Zealand, Australia and the Republic of Ireland, which supply most of our imports of cheddar-type cheese, have agreed to co-operate in a scheme of voluntary restraint in deliveries to our market in the period up to March 31, 1970.'

International commodity agreements

Mrs. Dunwoody, asked to list all international commodity agreements at present in force, indicating those to which Great Britain is a party, said the United Kingdom was a Member of all five International Commodity Agreements at present in force. These are: The International Olive Oil Agreement of 1963, extended by a Protocol of 1967; The Third International Tin Agreement of 1966; The International Grains Arrangement of 1967; The International Coffee Agreement of 1968; The International Sugar Agreement of 1968.

Green insurance cards

A suggestion was made that the President should consider referring to the National Board for Prices and Incomes the recent substantial increases in the charges made by insurance companies for green insurance cards for cars going overseas. Mr. Dell replied that, insurers terminated in 1967 the arrangement for making a uniform charge of £2 for the issue of a green card after a Report by the Monopolies Commission on the matter. Each insurer now decided independently what additional premium to charge for insurance against risks overseas in the light of claims experience. It was understood that this premium varied considerably, from nil upwards, and usually included the administrative cost of issuing the green card.

Mr. Dell went on: 'The nature of insurance requires some flexibility in relating premiums to claims experience and it is not proposed to refer to the National Board for Prices and Incomes the premiums now being charged to motorists for insurance against risks overseas.'

Industrial development

Asked to assist the Sunderland Corporation in publicising the need for new industry in the Wearside area. Mrs. Dunwoody said the Board of Trade Regonal Office in the North East worked closely with the Sunderland Corporation in drawing the attention of suitable firms to the advantages of locating on Wearside.

THURSDAY, APRIL 3

Import restrictions

Mr. Dell answered a Member who asked in view of the failure to curb imports and to produce a favourable balance of payments, and the fact that over the nine years 1959 to 1967 the United States exports to the United Kingdom exceeded her imports from the United Kingdom by £1,303 million and in the case of Canada by £1,747 million if physical limits would be imposed on imports from these two countries. Mr. Dell said: 'No Sir. It would be contrary to our interests as a trading nation to encourage the balancing of trade on a bilateral basis or to practise discrimination of this sort, which would also be contrary to our international obligations.'

Hosiery and Knitwear Industry Scientific Research Levy

The President was asked to publish a list of representations he had received against the details of the draft provisions relating to the Hosiery and Knitwear Industry Scientific Research Levy and a list of those representations he had received in favour of the draft provisions. Mr. Dell replied, 'No, Sir. The draft provisions have been subject to considerable discussion and modification of both form and content and now take account, wherever practicable, of representations and suggestions for improvement received from industry. In the circumstances a published list of representations would serve no useful purpose.'

Art auction rings

Asked to give an assurance that he would now lay the Report on Auction Rings in response to an order for an unopposed return, Mr. Dell said such publication would not avoid possible injustice to persons named in the Report who would not be charged, and who consequently would not have the safeguards afforded to defendants at a criminal trial. In addition, while it would afford the protection of absolute privilege to the President and Her Majesty's Stationery Office, it would give no such protection against proceedings for defamation to those persons whose statements are recorded in the Report.

Hallmarking Marks Act

A Member asked what studies had been made of the extent of evasion of the Hallmarking Laws and Merchandise Marks Act by immigrant goldsmiths and of the effect of such evasion on established jewellers in the United Kingdom; and what steps were being taken to ensure that all goldsmiths' work in this country was of the standard required by the Assay Laws. Mr. Dell said he was aware of reports of such evasion. Any evidence should be brought to the notice of the nearest Assay Office if it concerned offences against the hallmarking law, or of the local weights and measures authority if it involves the Trade Descriptions Act.

Motor car hire purchase

'The restrictions will be relaxed when circumstances justify this,' said Mr. Dell, asked whether, in view of the recent steep fall in the production of motor-cars, he will relax the present high-purchase restrictions relating to motor-cars.

Apple and pear imports

Asked how many apple import licences were issued on July 1, 1966, 1967 and 1968, respectively, Mr. Dell said licences issued for the quota periods beginning July 1, 1966, 1967 and 1968 were 303, 268 and 262 respectively. Answering a similar question on pear import licences, Mr. Dell said licences issued for the quota periods beginning July 1, 1966, 1967 and 1968 were 310, 305 and 294 respectively.

Dock strikes

Mr. Dell was asked to what extent the dock strikes holding up goods for shipment from 1967 accounted for the increase in the volume of exports in 1968; and to what extent he estimated this would affect the normal outturn of exported goods and earnings in the current year. Mr. Dell said these effects could not be estimated precisely, but delays to shipments due to the strikes may have accounted for about one-third of the increase in the volume of United Kingdom exports in 1968. The level of exports in the current year was not expected to be affected by the 1967 dock strikes.

(Other answers on this subject are given in Hansard, Cols. 643-8).

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (Tel. 01-405 3422).

The N.B.S. Symposium on Ion-Selective Electrodes, by M. D. Ashton. 6 pages. *UKSM Report No.* 69/11. A symposium on ion-selective electrodes, organized by the Analytical Chemistry Division of the National Bureau of Standards at Gaithersburg, Maryland, in January 1969, was attended by over 500 persons from universities, government organizations and industry. Ten papers were presented which dealt with the theory, types and availability of ion-selective electrodes and with some of their research on industrial uses. Summaries of several of these papers are presented in this report.

A Review of US Science Policy, by H. K. Bourne. 7 pages. *UKSM Report* No. 69/12. This report summarizes comments by observers from Europe and Canada on the United States science policy, and by Donald E. Hornig, science adviser to President Johnson.

Some Research Activities at Syracuse University Research Institute in Chemical Engineering and Metallurgy, by M. D. Ashton. 2 pages. *UKSM Report No.* 69/13. Research on desalination, permeation of gases through membranes, performance of spray driers, transformation plasticity of metals, and fatigue in metals which is being currently carried on in Syracuse University is described in this report.

Repairs to Highway Bridges, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/14. With over half a million road bridges in the United States, many of which are subject to severe environmental conditions, the problem of repair and maintenance is acute. Some of the methods being used are discussed in this report.

Research in Shellfish Harvesting and Cultivation, by M. D. Ashton. 2 pages. *UKSM Report No.*69/15. The Bureau of Commercial Fisheries Biological Laboratory, located at Oxford, Maryland, on the eastern shore of Chesapeake Bay, is engaged on research into shellfish (oyster) mortality, shellfish culture, surf clam biology, and shellfish ecology and physiology in general. This report contains a discussion of recent research activities carried out at the laboratory.

Some Developments in Services in Building, by H. K. Bourne. 5 pages. *UKSM Report No.* 69/16. This report discusses problems in the supply and distribution of water in buildings, and in the calculation of energy requirements for air-conditioning.

U.S. Forest Services Laboratory at Fort Collins, Colorado, by H. K. Bourne. 4 pages. *UKSM Report No.* 69/17. Some research in the United States Forest Service Laboratory at Fort Collins, Ohio, in water management, forest fire danger and in forest products is described in this report.

The Pipeline Transportation of Slurries, by M. D. Ashton. 4 pages. *UKSM Report No.* 69/20. Summaries are given of papers presented at a symposium on pipeline transportation of slurries, which formed part of the 98th AIME annual meeting.

The Volkswagenwerk Foundation, by R. C. C. Cook. 5 pages. *Germany* 122. Within the realm of support for science the role of independent foundations can be considerable. The Volkswagenwerk Foundation in Germany is particularly effective, its annual support amounting to over £11 million. This report is the fifth in a series reviewing the present organization of German science. Preceding ones outlined the work of the Donor's Association for German Science (*Germany* 109), The Max Planck Society for the Advancement of Science (*Germany* 111), The German Research Association (*Germany* 112) and the Fraunhofer Society for the Advancement of Applied Research (*Germany* 120).

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
April 16	**Aircraft equipment, miscellaneous stores**	**TA and VR Centre, Meadowforth Road, Stirling.**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel.: 041-554 2447).**

Aircraft instruments, spares and ground servicing equipment including American engine spares; industrial tractors; Conveyor fork lift trucks; concrete mixers; Broomwade compressor (diesel); Fordson tractor with Chase Side shovel; Greens 'Griffien' road rollers; Thwaites ¾ cu. yds. dumpers (diesel); Lister and Lancing Bagnall ¾ wheel tractors (diesel); Sagar 36 in. trailer mounted saw bench (diesel driven); single and double spindle drilling machines; shaping machines; lathes; grinders; rivetters; electric drills, etc.; hydraulic jacks; pneumatic drills; binoculars and telescopes; wrist and stop watches; electric test equipment; electric cable; telephone and wireless equipment; hurricane and pressure lamps and stoves; radar and radio equipment; X-ray equipment and components; hand tools and tool kits; steam valves and traps; pipes, bends, tees, elbows and piping, etc.; canvas; rubber; canvas sheeting and tentage; webbing; leather; cordage; blankets; large quantity ARMY BOOTS (unworn); greatcoats; battle dress; green drill and denim trousers and blouses; mattresses; sheets; shirts; shorts; jumpers; jerseys; drawers; carpets; kilts; overalls; haversacks; kitbags and packs; cutlery; kitchen utensils; miscellaneous office and canteen furniture; soyer stoves; tubular stacking chairs; wooden folding chairs; table and table tops; steel safes; M.T. spares; tyres; batteries, etc.

April 22-24	**Miscellaneous equipment and stores**	**The Lido Ballroom, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham (Tel.: 4211).**

Industrial trucks; Power-Samas accounting machines; machine tools; portable concrete mixers; miscellaneous vehicle spares; scrap tyres; lead acid batteries; hydraulic and screw jacks; 10-ton trolley jacks; charging sets; fire appliance spares; miscellaneous wireless and communications spares and cable; sewing machines; binoculars; prismatic and marching compasses; wrist and pocket watches; theodolites; cameras and photographic equipment; cycle, hurricane and high pressure lamps; scrap metal; scrap webbing, hessian and canvas; jerricans; nylon cordage; 12,000 mess tins; ex naval rum barrels (42, 44 and 45 gals.); hand tools and tool kits; wood extending ladders 18ft.; furniture including, single and double wardrobes; lockers and cupboards; dressing chests; sideboards; various chairs, etc.; kitchenware; china and glassware; clothing; large quantity ARMY BOOTS (unworn).

April 29-May 2	**Vehicles, plant and equipment**	**Ordnance Storage & Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel.: 5422).**

Limousines; saloon and estate cars; commercial and utility vans; trailers; tankers; trucks; breakdown and heavy duty vehicles; cranes; angledozers; scrapers; graders; dumpers; hydraulic tippers; coaches; Land Rovers; motor cycles; plant and equipment and spares, etc.

May 6	**Miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel.: 2093).**

Broomwade compressors; tar and bitumen boilers and sprayers; concrete mixers; paint sprayers; air pump compressors; Dorman engine spares; aneroid barometers; spares for Lister CE and CD engines; aluminium soap containers; aluminium wire; various grinders; hemp rope ladders; electronic valves; photographic equipment; photocopying machines; miscellaneous motor vehicle spares; timber; Irish bagpipes; haversacks GS Mk. 7; webbing; large quantities of clothing including motor cyclists coats, leggings and capes; various items of furniture; scrap metals, webbing, canvas and rags, etc.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior and up to dates of sales, price 1s. 0d. (postal order only).

ARMY BOOTS

Large quantities of ARMY BOOTS (unworn) are to be sold at Ministry of Defence auction sales to be held at STIRLING on April 16, and at WINCHESTER on April 22-24, 1969. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the following auctioneers.

STIRLING: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.

WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

SALES BY TENDER

MIXED TIMBER SLABBING comprising irregular off-cuts of soft and hard wood. Located at H.M. Dockyard, Chatham. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 a ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m., May 8, 1969.

MACHINE TOOLS

Single spindle automatic; pedestal and radial drills; plain, surface, universal, centreless and tool and cutter grinders; capstan, turret, centre and copy lathes; horizontal, universal, vertical, profile and plano millers; grinding and thread rolling machines; press brakes; planing, sawing, tapping, shaping, testing machines. etc. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (AA)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m., May 8, 1969 for tools lying at Branstin and 10 a.m., May 6, 1969, for those lying at Nottingham.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices	at 1963 prices		at 1958 prices		at 1958 prices	at 1963 prices		
Base of index	1958	1958	1958	1958	1958	1966	1958	1963	1963	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	1,055	1,020	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	..	..	143	124	+ 73	+ 26	+22	+15
1963	119	119	136	131	120	..	131	100	100	146	130	+206	+123	+31	+57
1964	125	128	146	140	124	..	154	113	119	185	147	+581	+411	+91	+50
1965	129	132	156	149	126	..	160	124	118	189	153	+365	+262	+49	+45
1966	132	133	165	158	129	100	162	128	113	185	165	+227	+147	+19	+ 6
1967	133	133	171	165	132	101	173	124	121	203	186	+104	— 39	+10	+11
1968		139*				104		125	134				— 21	+71	+95
1967															
1st quarter	133	132	167	161	129	100	167	124	118	192	179	+ 32	+ 26	— 2	+15
2nd quarter	133	133	169	162	129	100	176	131	127	200	185	+ 45	— 10	+ 1	+15
3rd quarter	134	133	173	166	132	102	174	122	120	207	190	— 25	— 25	—10	—21
4th quarter	134	135	174	170	135	104	174	120	119	211	192	+ 59	— 30	+22	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	120	131	210	194	—119	—100	+ 6	+49
2nd quarter	135	138	181	170	130	102	174	120	125	216	189	+ 90	+ 24	+22	+ 1
3rd quarter	138	140	184	175	134	103	176	125	134	210	184	+ 72	+ 7	+10	+ 5
4th quarter		142				104		134	146				+ 48	+33	+40
1968															
August		141				104									
September		139				102									
October		141				103									
November		143				106									
December		143				104									
1969															
January		141*				105									
February						101									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		
	Engineering industries: orders on hand (end of period)	Textiles and clothing industries: orders on hand (end of period)	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	at 1958 prices		Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1958	Apr. 1959	Jan. 16 1962		1963	1963	Jan. 31 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	119·5	+3·9	110·2	107·3	168·5	325	254	24,834	158	155	+ 5
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,475	168	155	—399
1968	143	129*	125·0	+4·7	120·5	112·4	187·3	543	189		206	190	—419
1967													
1st quarter	149	104	118·6	+3·7	106·8	107·6	171·4	458	186	24,510	164	166	+ 19
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,495	166	160	—107
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,502	162	157	— 21
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24 395	179	138	—290
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,362	203	181	—135
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180	24,313	201	180	—134
3rd quarter	138	129	125·7	+5·6	119·3	112·8	187·6	580	182	24,293	209	196	— 73
4th quarter	143	129*	127·2	+5·6	120·4	113·1	190·8	533	210		212	200	— 77
1969													
1st quarter								499	206				
1968													
August	139	126	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	129	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140	126*	126·4	+5·6	119·9	113·0	188·7	551	195		211	194	
November	141	126*	126·7	+5·2	120·4	113·1	190·5	529	211		217	207	
December	143	129*	128·4	+5·9	120·9	113·3	193·3	520	225		209	198	
1969													
January	146*	130*	129·1	+6·2	121·9*	113·6*	193·9	506	208		208	205	
February			129·8	+6·2	122·5*	113·7*	194·4	487	208		212	194	
March								504	203				

*Provisional. †Not seasonally adjusted.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for February 1969

THERE WAS a small fall in the unit value index for imports in February 1969 which moved the rounded index by one point. The export unit value index changed little and the terms of trade remained at the January level of 103.

Among the different indices for imports there were widespread falls for food, drink and tobacco; these were partially offset by an increase in the unit values for fruit and vegetables due in part to seasonal movements, and the rounded index for the group as a whole did not change. The index for fuels fell again, to the lowest level since devaluation, but it is still well above the level in the early part of 1967, before the Middle East War. The index for imported manufactures fell by about a point, a moderate fall in the unit values for finished manufactures outweighing a rise in the unit values of semi-manufactures, where copper prices increased substantially.

The unit value index for exports fell back marginally in February, but not sufficiently to change the rounded figure. The index for non-manufactures moved down; that for manufactures did

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS								(1) TERMS OF TRADE
								Manufactured Goods						
	Total	Food, Beverages and Toabcco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1966 1st quarter	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

so only fractionally. The fall in the non-manufactures index was largely due to drink and tobacco. Among manufactured goods, the index for textiles fell back after a sharp increase in January, while that for metals rose with both ferrous and non-ferrous metals (largely copper) contributing to the increase.

The seasonally adjusted volume index for imports (excluding US military aircraft) rose by rather more than one per cent to the level of December 1968. This was mainly due to the marked increase in the volume of imports of manufactured goods from the comparatively low level of January. Of the other main headings only the volume of food, drink and tobacco continued to fall. After rising in January the volume of exports fell by nearly 5 per cent in February, on a seasonally adjusted basis, partly due to the dock strikes in the United States. The volume of exports in all the main groups was lower, with textiles, metals and 'other manufactures' falling sharply, but chemicals and machinery and transport equipment rather less.

Note:

This series of index numbers based on 1961 = 100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactured	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	63	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165

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VALUE AND VOLUME INDEX, *continued*

Table 3. United Kingdom import and export volume numbers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Beverages and Tobacco	Basic Materials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*144*	*114*	*100*	*162*	*195*	*191*	*135*	*146*	*134*	*167*	*106*	*121*	*129*	*152*
2nd quarter	*143*	*141*	*105*	*112*	*178*	*185*	*179*	*130*	*139*	*129*	*167*	*104*	*117*	*124*	*145*
3rd quarter	*147*	*144*	*105*	*112*	*180*	*197*	*190*	*139*	*163*	*137*	*170*	*111*	*122*	*130*	*164*
4th quarter	*148*	*144*	*106*	*111*	*184*	*202*	*190*	*142*	*156*	*140*	*170*	*115*	*120*	*134*	*172*
1968 January	*141*	*140*	*114*	*102*	*160*	*186*	*183*	*137*	*163*	*134*	*167*	*107*	*119*	*130*	*146*
February	*149*	*147*	*112*	*116*	*163*	*202*	*197*	*135*	*136*	*135*	*163*	*108*	*120*	*131*	*156*
March	*147*	*146*	*116*	*109*	*163*	*196*	*193*	*133*	*138*	*133*	*172*	*103*	*124*	*127*	*153*
April	*144*	*143*	*107*	*115*	*175*	*184*	*180*	*130*	*129*	*130*	*163*	*100*	*118*	*126*	*150*
May	*146*	*144*	*109*	*113*	*171*	*194*	*186*	*131*	*135*	*130*	*167*	*106*	*114*	*129*	*137*
June	*137*	*136*	*100*	*108*	*190*	*177*	*172*	*128*	*154*	*128*	*172*	*104*	*119*	*118*	*150*
July	*148*	*147*	*107*	*113*	*186*	*196*	*192*	*133*	*153*	*132*	*162*	*108*	*117*	*129*	*151*
August	*147*	*143*	*105*	*111*	*177*	*201*	*189*	*142*	*176*	*138*	*167*	*110*	*129*	*127*	*172*
September	*145*	*143*	*103*	*113*	*176*	*196*	*190*	*142*	*159*	*142*	*181*	*115*	*120*	*133*	*170*
October	*147*	*145*	*108*	*112*	*188*	*194*	*190*	*138*	*153*	*137*	*164*	*112*	*117*	*129*	*170*
November	*151*	*143*	*104*	*109*	*174*	*216*	*192*	*147*	*158*	*147*	*175*	*116*	*130*	*140*	*175*
December	*146*	*143*	*105*	*113*	*191*	*197*	*187*	*139*	*157*	*137*	*172*	*116*	*114*	*133*	*170*
1969 January	*144*	*141*	*103*	*108*	*190*	*190*	*179*	*141*	*146*	*141*	*173*	*120*	*121*	*130*	*179*
February	*147*	*143*	*101*	*111*	*192*	*202*	*189*	*134*	*139*	*134*	*171*	*111*	*111*	*126*	*167*

Gold and convertible currency reserves, March 1969

HM TREASURY have announced that after loan repayments totalling £60 million to the International Monetary Fund and Bank for International Settlements, the gold and convertible currency reserves rose by £7 million during March, to stand at £1,029 million at the end of the month.

Business Monitor

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A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 14, page 750.

124,000 foreign visitors in January

MORE THAN 124,000 foreign visitors came to Britain in January, reports the British Travel Association, Britain's official tourist organization. This was an increase of 20,000 (20 per cent) on the same month of record-breaking 1968.

Visitors from European countries during the month numbered 76,000 – a rise of nearly 12,000 (18 per cent) on January last year. Arrivals from the United States during the month totalled more than 31,000, which was an increase of 5,000 (19 per cent) on January, 1968.

First London visitors survey results

TRAFALGAR SQUARE is London's most popular tourist attraction with both overseas and British visitors, says a special survey carried out by the British Travel Association in association with the Greater London Council. The survey is the first large-scale study of its kind to investigate tourism in London, which, it is estimated, attracts annually 3½ million overseas visitors and 1¼ million British visitors. Carried out during the 1968 holiday season, it shows that the five other most popular attractions with all visitors are Buckingham Palace, the Houses of Parliament, Hyde Park, Westminster Abbey and the Tower of London.

Most popular purchases in London among overseas visitors are clothes – in fact, 69 per cent of them buy British clothes during their stay in London.

Seventy per cent of British visitors spend up to £10 each on shopping in London, while more than 40 per cent of overseas visitors spend up to £50. A further 6 per cent of overseas visitors spend more than £100 each in London's shops during their stay in the city.

Machine tool trade continues buoyant

RECORD ORDERS for British machine tools were placed in February, as shown by the Ministry of Technology's provisional seasonally adjusted figures,* which make allowance for the short working month, issued today. Worth £18 million, the new orders continue the rising trend shown in recent months for both home and export markets.

The value of new orders in the last three months rose 16 per cent above the previous three months. Export orders were up by 23 per cent and home orders up by 12 per cent. In the last twelve months total orders received have exceeded £170 million.

Export orders still rising

Export orders in February were only marginally below the very high level reached in January after allowance for seasonal factors. The trend based on the three months up to February shows a sharp rise, continuing the resumed upward movement that began in the middle of last year.

Export deliveries are showing a downward trend, as suggested last month, but should rise as the new orders booked in 1968, together with some of the big orders booked in the last half of 1967, work through to the delivery stage. Order books have in consequence continued to rise and at £54 million are equivalent to more than a year's work at current delivery rates.

Further pick-up in home orders

Deliveries to the home market fell back in February from the high level of December and January; even so, deliveries in the last three months were again over 20 per cent higher than in the previous three months.

A further rise in new home orders kept them above deliveries and home order books rose to £58 million, equivalent to about six months' work at the current rate of delivery.

*The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: Recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1965	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968	153·1	53·2	99·9	105·5	49·1	56·4	166·9	60·2	106·7
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter	34·0	11·9	22·1	96·8	44·2	52·6	37·6	13·0	24·6
3rd quarter	38·1	13·6	24·5	101·5	47·6	53·9	42·8	17·0	25·8
4th quarter	41·7	13·7	28·0	105·5	49·1	56·4	45·6	15·1	30·5
1969 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April	10·5	3·7	6·8	94·4	42·6	51·8	11·6	3·1	8·5
May	11·9	4·3	7·6	97·5	43·6	53·9	15·0	5·3	9·7
June	11·7	4·0	7·7	96·8	44·2	52·6	11·0	4·5	6·5
July	13·6	4·8	8·8	99·1	45·1	54·0	15·9	5·7	10·2
August	11·0	3·7	7·3	100·4	45·6	54·8	12·3	4·2	8·1
September	13·4	5·1	8·3	101·5	47·6	53·9	14·6	7·1	7·5
October	12·1	4·3	7·8	106·6	50·1	56·4	17·1	6·7	10·4
November	12·9	4·5	8·4	107·0	49·4	57·6	13·4	3·8	9·1
December	16·7	4·9	11·8	105·5	49·1	56·4	15·1	4·6	10·5
1969 January*	14·1	3·9	10·2	109·4	52·7	56·7	18·0	7·5	10·5
February*	12·3	4·1	8·2	111·8	53·7	58·1	14·7	5·1	9·6
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
March 1968-February 1969*	154·4	53·0	101·4	111·8	53·7	58·1	170·7	63·4	107·3
March 1967-February 1968	155·7	46·6	109·1	95·5	43·3	52·2	156·1	61·2	94·9
Percentage change	—1	+14	—7	+17	+24	+11	+9	+4	+13

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

(*Table 2 on next page*)

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1965	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1968	153·1	53·2	99·9	104·6	48·3	56·3	166·9	60·2	106·7
1968 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter	35·7	13·1	22·6	94·8	42·0	52·8	36·3	11·7	24·6
3rd quarter	39·7	13·9	25·8	98·8	44·5	54·3	43·7	16·5	27·2
4th quarter	40·8	13·2	27·6	104·6	48·3	56·3	46·8	17·0	29·8
1969 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April	12·0	4·4	7·6	93·4	42·0	51·4	11·3	3·0	8·3
May	11·6	4·3	7·3	96·0	42·1	53·9	14·2	4·4	9·8
June	12·0	4·3	7·7	94·8	42·0	52·8	10·9	4·3	6·6
July	14·9	5·3	9·6	94·3	41·9	52·4	14·5	5·3	9·3
August	12·5	3·9	8·6	96·7	43·4	53·3	14·9	5·4	9·5
September	12·3	4·7	7·6	98·8	44·5	54·3	14·3	5·8	8·5
October	12·6	4·3	8·3	103·6	46·6	57·0	17·5	6·4	11·1
November	12·6	4·3	8·3	103·7	46·8	56·9	12·7	4·5	8·2
December	15·6	4·6	11·0	104·6	48·3	56·3	16·6	6·1	10·5
1969 January*	14·3	4·0	10·3	107·3	51·5	55·8	17·1	7·3	9·8
February*	12·6	4·0	8·6	112·8	54·8	58·0	18·0	7·2	10·8
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	14·2	4·2	10·0	112·8	54·8	58·0	17·2	6·9	10·3
Average of the previous 3 months	12·5	4·4	8·1	103·7	46·8	56·9	14·8	5·6	9·2
Percentage change	+14	—5	+23	+9	+17	+2	+16	+23	+12

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in February showed a decrease of 8 per cent on a year earlier, compared with decreases of 2 per cent and 9 per cent in December and January respectively.

The value of stocks at the end of February was 10 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (a)	
1966 Year	110	— 3	..	..
1967 Year	104	— 5	..	..
1968 Year	108	+ 4	..	..
1968 1st quarter	102	+10	135	—15
2nd quarter	93	+ 3	129	— 6
3rd quarter	105	+ 1	146	— 2
4th quarter	132	+ 3	126	+ 8
1968 January	68	+ 3	119	—17
February	97	+ 9	130	—16
March	139	+16	135	—15
April	97	+ 1	131	—12
May	98	+10	138	— 9
June	85	— 3	129	— 6
July	82	+12	134	— 6
August	96	— 4	143	— 4
September	135	— 2	146	— 2
October	146	+ 4	134	+ 1
November	137	+ 5	134	+ 5
December	113	— 2	126	+ 8
1969 January	62	— 9	129	+ 9
February	90	— 8	143	+10

Table 2. Analysis by department

Percentage changes compared with a year earlier

	Sales		Stocks (b)
	Feb. 1969	Jan. 1 to Feb. 28	Feb. 1969
	%	%	%
Women's knitted outerwear, blouses and skirts	+10	— 1	+ 5
Women's coats, costumes, furs and raincoats	—23	—21	+ 9
Women's underwear	— 7	— 2	+23
Women's hose and children's socks	—17	—17	— 4
Women's millinery	—10	— 7	— 2
Haberdashery, ribbons and wool	—11	— 5	+15
Children's wear	— 3	— 5	+21
Men's and boys' shirts, pyjamas and outfitting	—12	—12	+ 6
Gloves	+12	+ 7	+ 9
Piece-goods and nets	—17	—23	+24
Household textiles	—25	—16	+26
Floor coverings, furniture and hardware	—11	—12	+17
Grand total (a)	— 8	— 8	+10

NOTES:
(a) Including some items not included among the sub-headings.
(b) Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

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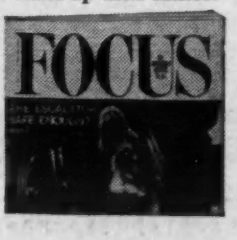

February car production hit by strikes

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1968	52	1,013,163	802,773	1,815,936	34,922	259,331	149,855	409,186	7,869
1969 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1968 1st quarter	13	269,925	197,630	467,555	35,966	67,055	37,221	104,276	8,021
2nd quarter	13	264,041	225,091	489,132	37,626	66,754	37,711	104,465	8,036
3rd quarter	13	215,398	174,188	389,586	29,968	56,719	31,750	88,469	6,805
4th quarter	13	263,799	205,864	469,663	36,128	68,803	43,173	111,976	8,614
1967 November	4	85,633	43,324	128,957	32,239	20,792	11,157	31,949	7,987
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242
1968 January	4	80,547	41,470	122,017	30,504	18,685	9,254	27,939	6,985
February	4	80,167	62,901	143,068	35,767	19,941	11,731	31,672	7,918
March	5	109,211	93,259	202,470	40,494	28,429	16,236	44,665	8,933
April	4	81,243	64,085	145,328	36,332	20,210	11,400	31,610	7,903
May	4	88,868	72,950	161,818	40,455	21,493	12,275	33,768	8,442
June	5	93,930	88,056	181,986	36,397	25,051	14,036	39,087	7,817
July	4	60,040	51,027	111,067	27,767	16,287	8,948	25,235	6,309
August	4	57,227	43,553	100,780	25,195	13,235	8,108	21,343	5,336
September	5	98,131	79,608	177,739	35,548	27,197	14,694	41,891	8,378
October	4	90,289	55,676	145,965	36,491	21,299	12,559	33,858	8,465
November	4	83,520	66,862	150,382	37,596	21,825	13,758	35,583	8,896
December	5	89,990	83,326	173,316	34,663	25,679	16,856	42,535	8,507
1969 January	5	103,373	81,872	185,245	37,049	29,478	19,668	49,146	9,829
February	4	74,444	69,679	144,123	36,031	22,350	16,370	38,720	9,680

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WITH MUCH OUTPUT lost as a result of industrial disputes, total car production in February on a seasonally-adjusted basis was one-tenth lower than in January and at the lowest level since June of last year. As a result total production, on a seasonally adjusted basis, in the three months December 1968-February 1969 was 6 per cent lower than in the preceding three months. Export production in the three months, however, remained at the earlier level, and all of the fall was in production for the home market.

Despite strike losses, the average recorded rate in the four weeks ended March 1 at 36,031 cars a week was marginally higher than in the corresponding period last year, a rise by 11 per cent in production for export more than offsetting a fall by 7 per cent in production for the home market.

Commercial vehicle production was also affected by industrial disputes in February, though not so seriously as car production. Nevertheless the seasonally-adjusted total for the three months to February was 14 per cent higher than that for the preceding three months, with export production 28 per cent up and home market production 7 per cent up, and the trend remained upwards. Recorded production, at an average rate of 9,680 commercial vehicles a week in the four weeks, was 22 per cent higher than in the corresponding period last year; export production rose by 40 per cent and home market production rose by 12 per cent.

Table 2. Production – seasonally adjusted

Monthly averages — Thousands

	Passenger Cars			Commercial Vehicles		
	For home market	For export	Total	For home market	For export	Total
1963	80	54	134	19·9	13·7	33·6
1964	97	59	156	23·8	15·0	38·7
1965	89	54	144	23·4	14·5	37·9
1966	82	52	134	21·7	14·8	36·6
1967	82	47	129	20·5	11·6	32·1
1968	84	67	151	21·6	12·5	34·1
1966 1st quarter	92	52	144	24·1	14·6	38·7
2nd quarter	89	54	143	23·0	14·9	38·0
3rd quarter	86	52	137	22·0	15·7	37·7
4th quarter	60	51	110	17·7	14·1	31·8
1967 1st quarter	71	51	122	17·8	13·5	31·3
2nd quarter	79	49	128	19·5	11·7	31·2
3rd quarter	86	44	130	21·8	10·6	32·4
4th quarter	94	44	138	22·8	10·7	33·5
1968 1st quarter	83	60	143	21·4	12·1	33·4
2nd quarter	76	68	144	20·1	12·1	32·2
3rd quarter	86	72	158	21·8	12·3	34·1
4th quarter	93	67	160	23·2	13·5	36·7
1967 November	94	45	139	22·4	11·1	33·5
December	95	48	144	22·4	10·5	33·0
1968 January	86	44	130	20·1	10·2	30·3
February	80	61	141	20·9	12·1	33·0
March	82	76	157	23·1	13·9	37·1
April	78	64	142	20·6	12·4	33·1
May	79	70	150	20·3	12·1	32·4
June	70	69	140	19·3	11·7	31·0
July	82	74	156	21·2	11·6	32·8
August	85	65	150	21·0	13·2	34·2
September	92	77	168	23·4	12·0	35·4
October	97	62	159	21·7	12·1	33·8
November	92	69	161	23·4	13·8	37·3
December	89	71	160	24·4	14·5	38·9
1969 January	90	69	158	25·3	17·3	42·6
February	75	67	142	23·4	16·9	40·3
Average of: Sept. to Nov. 1968	94	69	163	22·8	12·7	35·5
Dec. 1968 to Feb. 1969	85	69	154	24·3	16·2	40·6
Percentage change	−10	N/C	−6	+7	+28	+14

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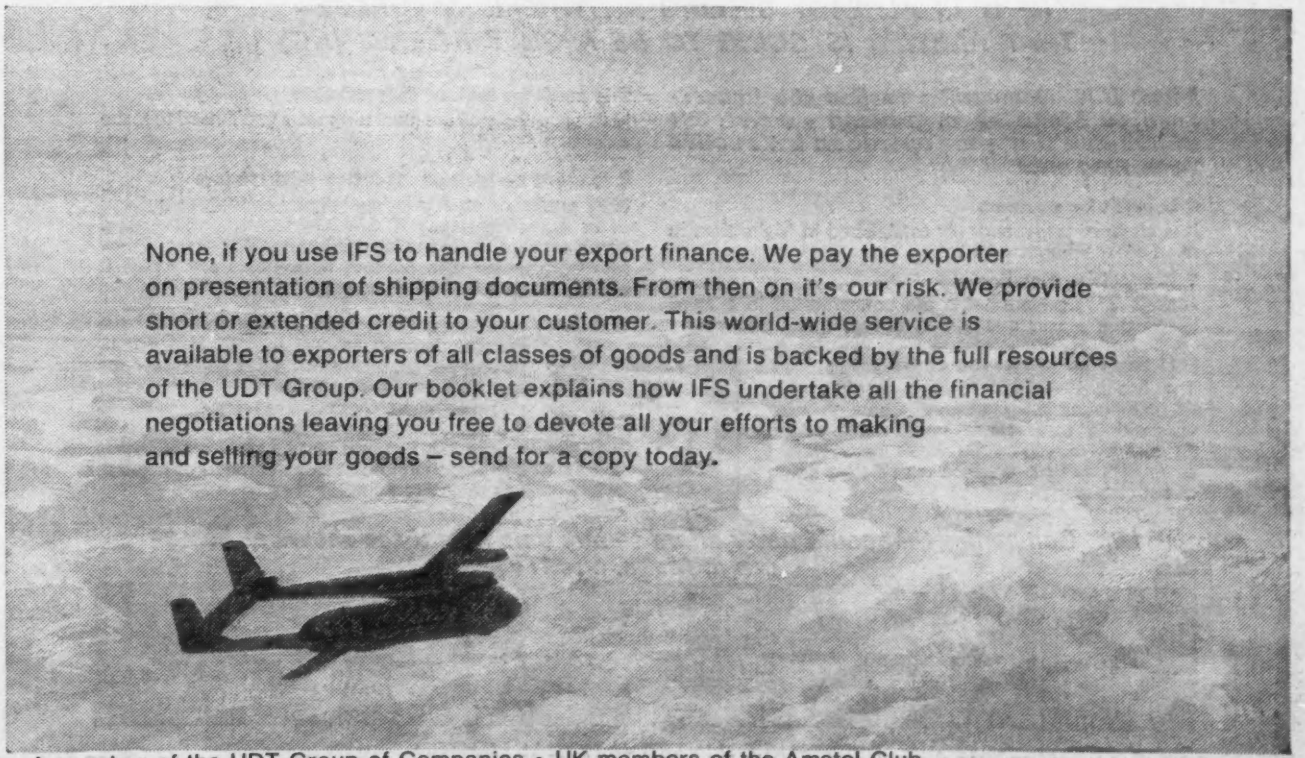
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Aircraft noise at Heathrow and Gatwick Airports London - fourth quarter - 1968

Heathrow Airport

MONITORING OF THE noise of departing jet aircraft and the height of all types of arriving aircraft continued during the fourth quarter of 1968. The results are set out below together with comparable figures for the same period in the previous four years.

Departing aircraft

Total jet day departures 17,948
Jet aircraft day departures monitored . . . 14,298
(79.7% of total)
Percentage exceeding the permitted noise level of 110 PNdBs 2.2%
Total jet night departures 862
Jet aircraft night departures monitored . . . 820
(95.0% of total)
Percentage exceeding the permitted noise level of 102 PNdBs 2.6%

The results for similar quarters in the previous four years are as follows:

Year		Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
Fourth quarter	1964	7,825	0·9	306	1·3
	1965	9,372	2·9	396	5·0
	1966	11,316	0·8	475	2·1
	1967	12,371	2·6	649	1·2
	1968	14,298	2·2	820	2·56

As in previous years compliance was affected this Quarter by closure of main runways for short periods for annual maintenance at the end of October. This made it necessary for aircraft to take-off from runways normally used for landings, which (especially when the wind was easterly) provide such a short distance to the monitoring points that there is little margin available to pilots above the limit, especially at night. The problem is being further studied.

Arriving aircraft

During the quarter 1,136 aircraft (4.1 per cent of total approaches) were monitored by radar during their approach to the runway to check compliance with the correct approach angle of 3°; 0.5 per cent infringed the approach path, all at single points, but there were no serious infringements. Comparable figures for the four previous years are as follows:

Year		Approaching Aircraft Monitored	Percentage Infringements
Fourth quarter	1964	1,038	0·3
	1965	1,157	1·6
	1966	1,528	0·7
	1967	1,339	0·3
	1968	1,136	0·5

Gatwick Airport

Monitoring of the noise of departing jet aircraft continued during the fourth quarter of 1968. The results are set out below:

Departing aircraft

Total jet day departures 3,597
Jet aircraft day departures monitored . . . 2,124
(59% of total)
Percentage exceeding the permitted noise level of 110 PNdBs 0.38%
Total jet night departures 149
Jet aircraft night departures monitored . . . 94
(63% of total)
Percentage exceeding the permitted noise level of 102 PNdBs 13.8%

Although numerically few – 13 during the Quarter – the high percentage of night infringements is particularly disappointing; by now the operators should have familiarized themselves with the necessary noise abatement techniques. The need for strict adherence to the requirements has been emphasized to the operators concerned.

As this is the first year of monitoring at Gatwick, no comparable figures are available for similar quarters of previous years.

The proportion of flights which it has been possible to monitor is disappointingly low, due to staffing and other difficulties.

As there is no suitable equipment currently installed at Gatwick it is not possible to monitor the height of arriving aircraft at the present time. Work is proceeding on this, and it is hoped to have height monitoring in operation before the peak summer period.

The Gatwick jet movement rate is at present about 20 per cent of that at Heathrow.

Note:

Variations in the level of infringements are not a guide to changes in the overall noise disturbance. Apart from the general increase in traffic the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were, in fact, noisier or quieter than in previous years.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in February

IN FEBRUARY the turnover of these service trades was very dull, showing decreases compared with a year earlier, or increases smaller than the rise in prices over the year. The exceptionally cold weather and snow may have influenced the turnover of some of these trades.

Catering trades

After allowing for seasonal influences, the value of the turnover of the catering trades in the three months ended February was 1 per cent higher than in the three months ended November. The trend in the value of the turnover of the catering trades was rising less rapidly than in the second half of 1968. There have been considerable fluctuations in the value of the turnover for particular months, with high figures for November and January, and lower figures for December and February – not dissimilar to the behaviour of retail sales in the same period.

Value of catering trades' turnover

Seasonally adjusted index numbers of sales per week (current prices)

1964 = 100

	1967	1968
1st quarter	114	116
2nd quarter	113	116
3rd quarter	114	118
4th quarter	113	120
September-November, 1968		121
December 1968-February 1969		122

The value of the turnover of public houses and of licensed hotels increased by 6 per cent between February 1968 and 1969. This is a small increase when compared with the 14 per cent increase recorded in January and with the price increases that have taken place. Between February 1968 and February 1969, for example, the Department of Employment and Productivity's index of retail prices showed a price rise of 7 per cent in meals bought and consumed outside the home, of 8 per cent in alcoholic drink, and of 12 per cent in tobacco. The value of the turnover of restaurants, cafes, etc.. was no higher in February than a year earlier (the corresponding increase for January was 7 per cent); there was only a 4 per cent increase in the turnover of canteens in February (the January increase was 8 per cent).

Laundries and dry cleaners

The turnover of laundries and dry cleaners fell by 1 per cent between February 1968 and 1969. The value of the turnover of dry cleaners in February 1969 was lower than in any February since 1965: this result was, no doubt, partly attributable to the late start to Spring this year.

Hairdressers

The value of the turnover of hairdressers was no different in February 1969 than in February 1968: the turnover of men's hairdressers showing a 1 per cent increase, and women's a 1 per cent decrease.

Table 1. Catering trades. Turnover of the catering trades, laundries and dry cleaners and hairdressers in February

Index numbers of turnover per week and percentage changes on a year earlier (a)

1964 = 100

Kind of Business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969						108	104										
	1968	+3	Nil	+4	+3	+6	+1	+1	−1	+7	+2	+4	+1	+4	+4	+7	+8	+5
	1969	+8*					+12	+4										
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969						87	87										
	1968	+7	+2	+7	+7	+10	+4	+3	−1	+11	+3	+7	+7	+9	+6	+10	+13	+8
	1969	+10*					+14	+6										
Restaurants, cafés, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	113	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969						103	103										
	1968	+4	+1	+5	+4	+4	+1	+2	+1	+7	+4	+4	+2	+4	+5	+4	+5	+4
	1969	+4*					+7	Nil										
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969						115	107										
	1968	+2	−1	+3	+1	+6	+1	Nil	−3	+7	+1	+3	−1	+2	+2	+8	+9	+4
	1969	+10					+14	+6										
Canteens (b) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969						119	119										
	1968	+5	+5	+2	+6	+5	Nil	+4	+11	−5	+5	+4	+6	+7	+5	+5	+4	+6
	1969	+6*					+8	+4										

*January-February.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The February 1969 period was the 4 weeks from January 26, 1969 to February 22, 1969, the February 1968 period was from January 28, 1968 to February 24, 1968.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentages changes on a year earlier (a) — 1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969						93	97										
	1968	Nil	—1	—1	—1	+2	—4	—3	+4	—4	—1	—1	Nil	Nil	—2	Nil	+3	+1
	1969	+1*					+4	—1										
LAUNDRIES (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969						99	100										
	1968	+1	Nil	—1	+1	+3	—3	—2	+4	—5	+1	—1	+1	+1	+1	+3	+4	+3
	1969	+3*					+4	+2										
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969						84	91										
	1968	—2	—2	—2	—3	—1	—6	—4	+4	—2	Nil	—3	—2	—1	—6	—4	+2	—2
	1969	—2*					+3	—5										

NOTE: The figures exclude laundries. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentages changes on a year earlier (a) — 1966 = 100

Kind of business (Turnover in 1966) Provisional estimates (£ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	111
	1969						99	98										
	1968	+2	Nil	+2	+3	+3	—2	—1	+1	+3	Nil	+3	+2	+2	+3	+2	+3	+3
	1969	+2*					+5	Nil										
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	89	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969						101	98										
	1968	+2	Nil	+4	+3	+2	+1	Nil	—1	+5	Nil	+6	+1	+3	+5	+1	+2	+4
	1969	+1*					+1	+1										
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969						99	97										
	1968	+2	Nil	+2	+3	+3	—2	—1	+1	+3	+1	+2	+3	+2	+2	+3	+3	+3
	1969	+3*					+7	—1										

NOTE: See note (a) to Table 1.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 4, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Ring of Bright Water	Br/E 34045	107	March 31	Rank Film Distributors Ltd.	Brightwater Film Production Ltd.
Look at Life Series 39:					
Link-Up	Br/E 34046	10	March 31	" "	Rank Film Distributors Ltd.
Movietone News 2077A	Br/E 33795	7	March 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2078	Br/E 33796	6	April 3	" "	" "
Movietone News 2078A	Br/E 33797	7	April 3	" "	" "
Pathe News 69-27	Br/E 33848	9	April 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-28	Br/E 33849	8	April 3	" "	" "
			FOREIGN		
The Hellbinders	F 34038	92	March 31	Avco-Embassy Pictures (UK) Ltd.	Alba Cinematografica, Rome.
Eye for an Eye	F 34039	84	March 31	" "	Circle Productions.
The Sergeant	F 34040	108	March 31	Warner-Pathe Distributors Ltd.	Robert E. Wise Productions.
Isabel	F 34041	107	March 31	Paramount Pictures (UK) Ltd.	Quest Film Productions Inc.
Mon Amour, Mon Amour	F 34042	86	March 31	Cinecenta Film Distributors Ltd.	Films Marceau-Films La Boetie, Paris.
Danse Macabre	F 34043	82	March 31	" "	Sentana Filmproduktion, Munich.
(a) La Lecon Particuliere	F 34044	83	March 31	" "	Francos Films, Paris.
(b) The Private Lesson					
Star	F 34047	174	April 1	Twentieth Century-Fox Film Co. Ltd.	Robert Wise Productions and Twentieth Century-Fox Film Corp.
The Murder Clinic	F 34048	87	April 1	Border Film Productions (London) Ltd.	Interfilm, Rome.
The Devil's Man	F 34049	80	April 1	" "	Italcid, Rome.
The Red and the White	F 34050	90	April 2	Academy Cinema Ltd.	Hungarofilm, Budapest.
Twenty-four Hours in a Woman's Life	F 34051	87	April 2	" "	Profegi Films, Paris.
The Night they Raided Minsky's	F 34052	99	April 2	United Artists Corp. Ltd.	Tandem Productions Inc.

AMENDMENT TO THE REGISTER
The playing time of the film 'Sweet November' (F 33298) registered on July 11, 1968, has been amended to 86 minutes.

Exhibitions and Fairs

'Fashion happens in London' theme at Copenhagen

A report from the British Embassy, Copenhagen

Left: Scandinavian buyers visiting one of the British stands at the Third Copenhagen Fashion Fair. Right: Packed audiences watched the Clothing Export Council fashion shows, one of the highlights of the Fair.

'FASHION HAPPENS in London' was the dominant theme of the Third Copenhagen Fashion Fair held at the Forum Exhibition Hall in Copenhagen from March 23 to 26. Of the 183 participating firms 115 were members of the British Clothing Export Council exhibiting under the Board of Trade joint venture scheme.

Many of the British firms participating had exhibited at the two previous fairs held in March and September last year. They now have the definite appearance of being at home in Copenhagen and are warmly received by their wide range of regular Scandinavian customers. With the Scandinavian Fashion Fair, in which the Scandinavian manufacturers participate, being held concurrently in Copenhagen the city becomes for this period of four days the mecca of the Scandinavian buyers. It is therefore an ideal opportunity for the overseas manufacturer to present his latest creations to the widest possible buying audience.

In addition to the British contingent there were 22 manufacturers from Italy, 20 from Austria, 15 from the Federal Republic of Germany, 6 from France, 3 from Switzerland and 2 from Spain. This increased participation from other overseas countries added to the character and interest of the show.

The British exhibitors were full of praise for the arrangements and organization carried out by the Forum management under the direction of Direktør Skjødt and Direktør and Mrs. Walther Rask. Because of the increased interest in the show this year the attractive balcony of the Hall was brought into use for the first time as an area for exhibition stands.

Previously the balcony had been utilized mainly for the fashion shows organized by the Clothing Export Council. These shows were repeated this year and once more proved to be the centre of attraction. Four shows a day with attractive dancing model girls presenting examples of the ranges of all British participants have become the envy of the Scandinavian fashion world – a tribute indeed to the British manufacturers, British models and the organization of Mr. Douglas Lewis and Miss Jan Luckuck of the Clothing Export Council.

The shows were up to their usual excellent standard and were divided into groups by commodity to ease the task of the buyers. Each and every show attracted large and attentive audiences.

Although it is too early to obtain overall figures for orders taken certainly the firms well established in the market were well pleased with results. Typical comments were, 'Excellent business. Delighted to receive orders from Sweden and Norway who were unable to reach the fair. Gave open orders leaving selection to us'; 'Very worthwhile. Received a large number of visitors after the fashion shows upstairs'; 'Repeated success of last year; we have the right customers.'

All this augurs well for future exports in a field where exports to Denmark have increased from £2.8 million in 1967 to just over £4 million in 1968. From the general air of purposeful selling at the Forum in March 1969 it looks as if this year the British fashion industry will succeed in chalking up another impressive achievement in the Scandinavian markets.

£18,000 turnover in UK foodstuffs expected from German promotion

A report from the British Consulate-General, Düsseldorf

'INITIAL ORDERS placed specially for this promotion are in the region of £3,000 and the total turnover in British foodstuffs, as a result, should reach £18,000 for 1969,' said Herr Traeger, owner of the VEMA Supermarket in Moenchengladbach at the opening ceremony on March 27 of a British shopping promotion attended by Mr. J. M. Fisher, British Consul-General at Düsseldorf, and Mr. Rogers, Commercial Officer, The Lord Mayor of the City, civic dignitaries, the press and representatives of the Rhine Army.

VEMA, a supermarket with 20,000 sq. ft. of space offering some 10,000 different foodstuff items, made every effort to ensure success. Two Suffolk policemen were flown out, two London buses were hired one of which was used to transport old-age pensioners from the store to Rhine Army Headquarters where they were entertained to tea, and the band of the 13/18 Hussars were engaged to play to the shoppers. Other supporting features included film shows, a prize competition for a weekend in London and, of course, attractive decorations.

The organization was carried out by Herr Traeger personally in conjunction with the commercial section of the British Consulate-General at Düsseldorf and with the help of the Board of Trade, BNEC Export Council for Europe, BEA and BTA. Forty-five new British foodstuff lines were introduced which will remain permanently in the store's future sales programme. Herr Traeger flew to London in January to negotiate with foodstuffs manufacturers and subsequently tested the new items before taking them for this British promotion. Hard-headed business methods, a careful selection of British foodstuffs suitable for bulk selling and much enthusiasm ensure high sales at VEMA during this week and in the future.

New British products make big impact at Hong Kong's Wing On store

THE largest ever single-nation store promotion to be held in Hong Kong – the British Merchandise Festival in the Wing On store chain – closed on March 24 after a 12-day run that was described by Mr. Lambert Kwok, chairman and managing director, as an outstanding success which would ensure a substantial increase in sales of British consumer goods in the Colony.

The British Merchandise Festival – the first major event of its kind since the successful British Week in Hong Kong in 1966 – was opened on March 12 by Mr. Michael Hannam, Senior British Trade Commissioner, and was held simultaneously at the central store and at three branches, all in Hong Kong's bustling commercial centre. All four stores were gaily decorated with hundreds of Union Jacks, models of British guardsmen and colourful posters. Each of the display windows was arranged with British themes, and Hong Kong's trams carried one of the largest store advertising campaigns that the dynamic and cosmopolitan colony has ever seen.

The festival was originally planned to take place in 1967, when £400,000 of British goods were bought for it, but was postponed following the tragic death in an air crash of Mrs. Nancy Kwok, wife of the store's chairman. An additional £100,000 of British goods was purchased this year, bringing the total new buying for the festival to £½ million.

Mr. M. P. V. Hannam, Senior British Trade Commissioner at Hong Kong, cuts the tape at the opening ceremony of the British Merchandise Festival mounted by the Wing On Department Store, Hong Kong. Also in the picture are (left) Mr. Lambert Kwok, managing director, The Wing On Company Ltd., and (right) Mr. Lamson Kwok, director, The Wing On Company Ltd.

Preparatory teamwork

This very successful promotion was the result of close co-operation between the Board of Trade and Dr. T. C. Lee, Wing On's merchandise manager, who visited Britain early this year. The Board of Trade made arrangements for all the chief supporting events, including displays of room settings and furniture designed by the Central Office of Information, which occupied the Penthouse on the 20th and 21st floors of the central store. Ten local importers of British products joined forces to decorate the sixth floor of the same store in order to show the wide range of British goods that is available in Hong Kong.

A least 100 categories of British products, comprising over 1,000 individual items, were featured during the festival, including many not previously seen in Hong Kong. Among the most popular sections were displays at the 'Diamond Seven' shop, where London teenage fashions proved extremely popular. Colourful trouser suits for girls were said to have sold 'like hot cakes,' and the latest fashions in men's wear and accessories also found ready buyers.

The festival aimed to cater for the growing middle class in this affluent and predominantly Chinese city. Wing On store buyers, impressed by the quality of modern British design, imported more than 100 pieces of furniture chosen from London's Design Centre. New ideas, new processes of manufacture, new methods of upholstering, new fabrics and wallpapers, including the latest vinyl coverings, made a big impact. A special effort was made to interest young married couples with displays of kitchenware and of sets of soft furnishings.

The two cities, London and Hong Kong, were linked by a collection of 200 colour photographs, emphasizing their historic traditions and modern developments. A 30-foot model of Big Ben was put up outside the same store, and the visit of a 12-man trade mission from Westminster Chamber of Commerce happily coincided with the opening of the festival. A further display, showing the development of British fashion from the 12th century onwards, was also popular.

Press and TV coverage

Publicity initiated by Wing On reached record proportions. On the press side the festival was featured in an eight page supplement in the afternoon paper *The China Mail* (circulation 8,000) followed next day by an identical supplement in the main English language morning paper, the *South China Morning Post* (circulation 23,000). There was also a seven-page supplement in *Wah Kiu Yat Po* (circulation 30,000) an influential Chinese Sunday newspaper read by the middle and higher income groups in Hong Kong. These were preceded by full page spreads, primarily of fashion photographs, during the week before the opening of the festival. The opening ceremony itself was well covered by photographers. An hour's variety show at peak TV viewing time was sponsored by Wing On, and Mr. Hannam and Mr. Kwok appeared in a special item featuring one of the fashion displays.

Whether it be the 'London Look,' cosmetics or china, furnishings or foodstuffs, textiles or toys, British products have once again made the headlines and topped the shopping lists in Hong Kong. As a follow up to the British Week, an up-to-the-moment commercial promotion, and as an augury for future trade, the Wing On British Merchandise Festival has been an unqualified success.

Westminster comes to Hong Kong. By a happy coincidence a trade mission from the Westminster Chamber of Commerce was in Hong Kong when Wing On, one of the largest department chains in the colony, opened their 12-day British Merchandise Festival. This picture shows (right to left): Mr. C. A. Chadwyck-Healey, leader of the Westminster Chamber of Commerce Trade Mission; Mr. M. P. V. Hannam, Senior British Trade Commissioner; and Mr. E. V. Notcutt, Secretary-General, Westminster Chamber of Commerce Trade Mission.

Monoprix, Cannes to stage British promotion

THE Monoprix Store, 9, rue du Marechal-Foch, 06, Cannes, is holding a British promotion from September 13 to 27. This will be the first major event to be held in the store and among the range of goods to be included in the proposed display are food and drinks, clothing, giftware, furniture, chinaware, glassware, and toys.

Inquiries should be addressed to the Paris Buying Office, Directeur-Général, Monsieur C. Wagner, Société Central d'Achats, 1, rue Paul Cezanne, Paris 8ieme, or to Miss D. Wilmot, British Weeks and Store Promotions Directorate, Room 207, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7211).

Substantial and imme diate sales at Westec 1969

A report from the British Consulate-General, Los Angeles

THE WESTERN Metal & Tool Exposition & Conference was held at Los Angeles from March 10 to March 14. Attendance at this year's show was just over 27,000, a slight increase over last year. Under the auspices of the Machine Tool Trades Association, 11 British firms participated in a joint venture with the Board of Trade at the show. In addition to the British display, machine tools from Italy, Japan, and Australia were shown in national displays while machines from France, the Federal Republic of Germany, Sweden and Canada were on view on the various distributors' stands.

On Sunday, March 9, the Consul (Commercial) hosted a reception attended by 115 exhibitors and their representatives and local contacts (not forgetting potential buyers). Also at the reception were a visiting Scottish Engineering mission sponsored by the Scottish Council and led by Mr. Jim Reid of that organization. Mr. Andrew Franklin, HM Consul-General, attended the reception, and visited the Westec Show on March 12.

Seven of the 11 British firms were exhibiting at Westec for the first time. This year's eye (and ear!) catcher was a Marwin Min-e-Max numerically controlled profile milling machine. This machine has been sold to the McDonnell Douglas Corporation, where it will help to fabricate the new DC10 tri-jet airliner. Inquiries were received from other major aerospace corporations. Valuable publicity accrued from the air-lift of this huge machine in two Pan-American Airways jet freighters. On the Cramic Engineering stand there was an eighth scale model of their Super Profiler 144, a moving gantry numerically controlled profiler which can be fitted with up to eight 30 hp cutting heads. Eight of these giants are being installed in the Portland (Oregon) Plant of Electronic Specialities, a major sub-contractor for the Boeing 747 jumbo-jet. Mr. Bob Higgins, the local Cramic distributor, took further inquiries about the machine during the show.

United Scottish Machine Tool demonstrated a 10ft. x ¼in. high product squaring shears and sold six machines at the show. Better still, Mr. Morrison appointed Rawley Machinery Sales as his West Coast distributor, and now looks for a steady demand for the shears and other machines manufactured by his company. Rawley also picked up the local agency for the Elliott line of lathes (their milling machines are handled by Lewis Machinery Sales, who reported good sales and steady inquiries for this line). Mr. and Mrs. Victor Balding of Balding Engineering were again present – the Beaver Universal milling machines are now distributed all along the West Coast by W. T. Wills who are taking $175,000 worth of them to meet anticipated demand. Wills also displayed Startrite's metal cutting bandsaws, which were demonstrating on 3in. cold rolled steel by cutting it into 0.007in. slices parallel to 0.001in. Hodgson & Saunders appointed United Machine Tool to represent them and succeeded in achieving direct sales and attracting inquiries for the automatic cycle drilling machine. Mr. Ray Spavold of Z. Brierly Ltd., showing a range of twist drill grinding equipment, appointed Kenbill Engineering as his company's representatives, and sold 11 machines off the floor. Another firm new to the West Coast was Diaform Ltd., showing 5/1 grinding wheel formers and 8/1 wheel formers, working on Jones & Shipment grinding machines. Mr. B. Rive of Diaform stayed behind after the show closed to complete local agency arrangements and to follow up some at least of the literally hundreds of inquiries which he received. Adcock & Shipley (who have displayed at the British Westec joint venture for the past three years) showed their new 2ER milling machine, as well as the 1ES range, and Mr. Alan Shipley reaffirmed his faith in the enormous potential of the local market – and had some immediate sales to report as well. Finally, Mr. A. L. Whitwell, the managing director of Whitwell Electronics Development Ltd. of Glasgow, was demonstrating his firm's Teletrak digital readout system. He was able to negotiate a sub-licensing arrangement and to make some 40 excellent contacts and had a number of specific and serious inquiries. Apart from the joint venture, Hey Engineering showed a facing and centring machine on their own stand and 10 other makes of British machines were to be seen on the stands of their United States distributors.

'Indispensable exhibition'

There can be no doubt whatsoever that for manufacturers of machine tools serving the aerospace and electronic industries, Westec is indispensable. Mr. Spavold said that for his machines it had proved even on first acquaintance a more productive show than any other United States show at which he had exhibited. It was already at the top of his list. Mr. Hallewell of Diaform expressed his surprise at the tremendous flow of inquiries. Westec is a professionals' show if ever there was one. At the British information booth Mr. Arthur Tomlinson, the British Consulate-General's machine tool expert, was asisted by Mr. Harry Hall and Mr. Bob Adams, his colleagues from Chicago and New York. The results of this kind of show are always difficult to quantify but it became clear that immediate sales totalling well over $450,000 were achieved at the show and there is a clear-cut opportunity for British tool manufacturers to capture a substantially increased share of what is a huge market. Negotiations are under way with the show management for a substantially bigger plot for next year than the 6,000 square feet occupied in 1969.

A demonstration on the Elliott Machine Tools stand for visitors to Westec 1969, Los Angeles.

Seventeen manufacturers from the giftware and fashion accessories industries left London Airport on March 22 bound for Tokyo on an Outward Selling Mission. Manufacturers are giving sample display shows of their products in Tokyo and Osaka. Seen in the photograph are (left to right): Mr. Derek Hudson, Derek Hudson & Co.; Mr. R. O. Hooker, organizing secretary of the Mission; Mr. Alex Shilton, Shilton Ltd.; Mr. W. Steier, A. Hill & Co. (Birmingham) Ltd.; Mr. G. G. Phillips, Andrucco Ltd.; Mr. G. J. Kiashek, Kigu Ltd.; Mr. Elkan Simons and Mr. Charles Argue, Corocraft Ltd., joint leaders of the Mission; Mr. E. Aylwin Kelsey, E. Aylwin Kelsey & Partners Ltd.; Mr. F. M. Klonin, Manhattan Products Ltd.; Mr. S. W. Bloxidge, Bloxidge Bros. Ltd.; and Mr. T. A. M. Cockram, Columbia Products Ltd.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

British manufacturers' second showing at Cleveland

A report from the British Consulate-General, Cleveland

TEN BRITISH companies showed their products in a joint display sponsored by the London Chamber of Commerce in conjunction with the Board of Trade at the 1969 National Plant Engineering and Maintenance Show which was held in the Cleveland Convention Center from March 24-27. This followed the success of British manufacturers' first-ever participation in a joint display at the 1968 National Plant Engineering and Maintenance Show held in Philadelphia. Japan, with nine companies exhibiting, was the only other overseas country represented at the 1969 show. Since the first show was held in Cleveland in 1950 with about 80 exhibitors and an attendance of 7,000, it has grown to be one of the largest industrial shows in the United States. This year there were 682 companies demonstrating equipment, supplies and services designed to keep factories running. Being an industrial show and attracting only persons connected with industry, this year's attendance, which exceeded 25,000, was considered excellent.

The products exhibited (estimated at a value in excess of $30 million), included buildings and building materials, communication systems, electrical equipment, heating and ventilating equipment, instruments and controls, inventory and work control systems, lubricants and lubricating equipment, maintenance tools and equipment, materials handling equipment, paints, finishes, plant furniture, protection equipment, plumbing equipment, pollution control equipment and a variety of other products and services.

Running concurrently with the show, the Plant Engineering and Maintenance Conference offered 59 sessions covering a wide range of plant engineering and maintenance topics. This conference, together with the show, attracted executives and engineers from all parts of the United States and many overseas countries seeking practical solutions to their plant maintenance and operation problems. The show was an ideal opportunity for British companies to show their wares.

New 'made in Britain' equipment being displayed included the PH4 rotary action tube benders on the Hilmor Ltd. stand, a mini-portable diesel welder exhibited by Park-Stanton and Co. Ltd., and two new danger lamps on the stand of the Moflash Co. Ltd., where the 'Cleervue' lathe guard made by the Silvaflame Co. Ltd. was also displayed. Renold Ltd. staged a comprehensive display of power transmission products, including chains and sprockets, worm, spur and helical and bevel gear boxes, variable speed systems and other power transmission ancillaries. Airmaster Engineering Ltd. displayed a range of package dust extraction units, while B. P. Kent Electronics Ltd. exhibited expanded workbenches. Albright Engineers Ltd. showed their range of low voltage DC solenoid switches and G. Hunter (London) Ltd. displayed a range of scissor lift tables which the company introduced to the American market in 1968. Another British company showing materials handling equipment was Towers (Sunderland) Ltd. whose stand carried a display of collapsible steel pallets, the 'Minitainer' wheeled container, and other Towers products, including adjustable steel racking. The London Chamber of Commerce also had an information stand within the group of stands occupied by the British exhibitors.

Although it is always difficult to estimate the eventual business which will result from such shows, all the British exhibitors were enthusiastic regarding the high calibre of inquiries made at the stands and have a great number of expressions of interest to follow up, either through their existing United States agents or through agents they expected to appoint as a result of the show.

BRITISH COMMERCIAL INFORMATION OFFICE AT HANOVER FAIR

At this year's Hanover Trade Fair (April 26 to May 4) there will be an official British Commercial Information Office in Hall 6, Room 11 (Internationaler Treffpunkt) manned by members of the Commercial department of the British Consulates General in Hanover, Hamburg, Berlin and Stuttgart and the British Embassy in Bonn.

The function of this office will be to answer questions on British industry and to be of general assistance to British Exhibitors.

Should you wish to contact this office the telephone number is Hanover 89-3211 and 89-3251. The telex number is 203-9248323 and the answer back is 9248323 6 rgrd.

The British Consulate General Hanover has now had telex installed in its own office as well. The telex number is 203-9 23 26 3, answer back 6cghn d.

'Heavy autumn overseas promotions' by BMG

'THE HEAVIEST EVER' British Menswear Guild's autumn promotional programme has been announced. It will start with guild members exhibiting at the Cologne Fashion Week from August 22-24.

Promotions with leading menswear speciality shops will be held in Zurich from October 8-18, in Munich from October 15-November 1 and in Lisbon from October 17-November 1.

In addition, the guild will be holding promotions with selected United States stores during the autumn, and will be active during the British Weeks to be held in Vienna and Tokyo.

Impressive British pavilion at Verona Fair

A report from the British Consulate-General, Cleveland

THE VERONA Agricultural Fair (March 9-17) is reckoned by many to be the largest fair of its sort in Europe; and certainly with nearly 800,000 visitors and 4,700 exhibitors it dwarfs all other agricultural fairs in Italy itself. It is primarily a machinery fair, but in recent years more pavilions have been added to form a new integrated sector, largely for cattle, horses and poultry of all sorts.

This was the British Agricultural Export Council's third year of participation at Verona. In that time, the British pavilion at Verona has grown from a relatively modest affair into what can only be called a permanent feature: the Board of Trade are, in fact, now thinking of leasing the pavilion and space around from the fair for the next three years, which will give BAEC the chance to plan ahead, both constructionally and in terms of allocation of space. It was encouraging to see that a number of firms who have exhibited before at Verona returned this year. Mention should also be made of the great help given to the pavilion by United Kingdom companies already represented in Italy, such as Ford Italiana, Nuffield and Massey-Ferguson, who generously loaned tractors and other items of equipment for display outside. As much of the equipment shown by the firms taking part in the joint venture was highly specialized, these loans of more familiar items helped give a better rounded picture of the British agricultural machinery industry than might otherwise have been possible.

On the machinery side, two new exhibitors, Hydor, who make ventilators for farm buildings, and Salopian Industries (represented by their agents in France), manufacturers of poultry battery cages, both reported great interest in their equipment and a number of good inquiries. Hydor are now making agency arrangements in Italy, and look forward to following up the contacts made at Verona. Lambourn Engineering were at the fair for the second time, made some direct sales of their tractor cabs, and found a much better dealer response than in their first year's showing. Mr. McNeill of Villa Cerro Industries, representing a number of United Kingdom agricultural machinery firms, all at Verona for the first time, reported a large number of inquiries and several cash sales; he felt there should be a great potential for safety cabs, almost unknown in Italy, and was encouraged too by the market chances for vitreous steel silos.

The livestock side of BAEC's pavilion is still plagued by the problem of brucellosis certification, which restricts entry into Italy of United Kingdom cattle. Although this is still being sorted out, the Angus and Galloway Societies have decided to keep their interest in the Italian market alive; and the Angus Society showed some animals of United Kingdom stock but bred in Italy, as they did last year. Both societies reported considerable interest amongst Italians in their beef cattle. The poultry industry was represented by F. & G. Sykes Ltd., who took an order for 12,000 breeding stock within a short time of the fair's opening, and got another order later for 10,000 day-old pullets. They are already represented in Italy, and their aim is to expand from an estimated 1 per cent of the Italian market to a 10-15 per cent slice. There is room for a good exhibitor of turkeys and perhaps rabbits, both of which are developing sectors of the trade.

British Day this year was held on March 14. The Consul-General in Milan, Mr. John Wraight, attended a cocktail party given by the British Chamber of Commerce for Italy, at which Mr. John Dexter, the President-elect of the Chamber, and Senatore Dal Falco, the President of the Verona Fair, both spoke briefly. The fair gave a lunch afterwards and there followed an informal, but very agreeable, round-table discussion between Italian journalists and livestock representatives, BAEC officials, and a party of British journalists whom Ford Italiana had invited to Verona.

Mr. Tony Pallett, in charge of BAEC's pavilion, commented afterwards that it seemed now to have acquired a momentum of its own. Certainly, our pavilion was noticeably different from that of many other foreign countries whose main interest seemed to be the promotion of food and drink products – although we could probably benefit too from the introduction of one or two firms on the drinks side to keep the thirsty farmers happy. A word of praise, too, to the Central Office of Information for a very effective pavilion design, including a bridge thrown across one of the main passageways of the fair featuring the word Great Britain prominently – doubly necessary in a large fair like Verona where the casual visitor is all too apt to get lost.

A final welcome development this year was the large number of British farmers and businessmen who decided to use Verona as a springboard for visits and contact-making throughout Northern Italy. We hope that some of these companies will decide to take part in the 1970 joint venture, and so be represented full-time at the fair.

British Engineering Days—Prague 1969

A report from the Commercial Section, British Embassy, Prague

Mr. Jan Tabacek (left), Czechoslovak Minister of Foreign Trade, talking to Captain J. Douglas, GKN Birfield International, at the Fifth British Engineering Days in Prague. The event was organized by the London Chamber of Commerce as a joint venture with the Board of Trade.

THE BRITISH Engineering Week in Prague, the fifth event in the series opened on March 24 with fifty British firms taking part. The event was organized by the London Chamber of Commerce in co-operation with the Chamber of Commerce of Czechoslovakia and with the support of the Board of Trade.

Speaking at the opening ceremony Ing. Dr. Milan Kubat, Deputy Minister in the Federal Committee for Industry, welcomed the British participants and told them that Cezchoslovak enterprises were keen to trade with Britain especially through technological co-operation arrangements which could be mutually profitable. The British Ambassador, Mr. H. F. T. Smith, said that it was particularly encouraging that so many firms had decided to take part in the exhibition and to present a wide range of papers on specialist technological subjects.

British Engineering Days are essentially different from the large international fairs. The atmosphere of swings and roundabouts is absent; there are no dramatic broadcast announcements of contracts signed or gold medals won. But the contracts which are announced at the major fairs are frequently the result of the contacts made and discussions held in the calmer atmosphere of the smaller event. This year we were particularly fortunate in that Service Economique et Technique (SET), formerly an integral part of the Ministry of Heavy Engineering, had assembled a shopping list from suggestions made by Czechoslovak industry. The result was that the majority of the items and know-how assembled at the exhibition were there as a result of a specific request.

A feature of the week was the high-level and well informed interest shown in the event by Government organisations. After the opening ceremony Ing. Kubat toured the exhibition, visiting every stand. The following day Ing. Jan Tabacek, the Minister of Foreign Trade, and himself an engineer, spent over an hour and a half at the exhibition. He also visited every exhibitor and talked to many of them at some length. After his tour he said that he was very pleased with what he had seen. The quiet atmosphere of serious discussion, the wide programme of specialized lectures struck just the right note. He thought that these events provided an ideal means of showing Czechoslovak specialists what Britain had to offer, of establishing contacts, and of exchanging information.

The new federal structure of the country, coupled with the considerable degree of independence now enjoyed by industrial concerns has greatly increased the importance of the end-user in deciding purchasing policy. These factors had not been forgotten by the organizers and their agents, Made In Publicity, who had issued invitations to experts from all over the country. A gratifyingly large number came to Prague for the occasion from such engineering centres as Bratislava and Brno.

By the nature of the event, one should not expect the British Engineering Week to be accompanied by a flurry of success stories. Nevertheless there were several. GKN Screws and Fasteners Ltd. announced the satisfactory conclusion of a licence agreement for the manufacture in this country of their air-operated screw pistols (SPAT guns) which were first shown here at the last British Engineering Week. The agreement is estimated to be worth about £45,000. GKN also announced two trial orders which could lead to very substantial contracts, the first for Laylock drive shafts and flexible couplings for the Prague metro rolling stock, the second for Hardy Spicer propeller shafts and half-shafts for the new Skoda 1,500 c.c. model.

Other successes were achieved in control gear, welding equipment, earthmoving plant, building and printing machinery. Dynamco Ltd., who are regular participants in the London Chamber's Engineering Days and a leading firm in the electronic and instrumentation field, reported that they expect considerable additional sales of their data loggers and possibly other instruments as a direct result of their lecture and supporting exhibits. Like many other participants they report that their lecture was attended by a specialist and well-informed audience of well over a hundred.

As a footnote, readers may like to make a note that the first Czechoslovak Engineering Week in London will open on Monday, May 12. This event will be an excellent opportunity to study the best in Czechoslovak technology. It should also be the ideal occasion for exploring profitable avenues of technological co-operation which can help to increase trade where shortage of convertible currency might otherwise prevent it.

Britain in Finland 1970—joint ventures at Helsinki Fair

IN PREPARATION for the 'Britain in Finland' trade drive in 1970, the *Export Service Bulletin* published on March 24 a Special Supplement containing detailed Market Reports on a selected group of commodities for which the opportunities for British exports are considered to be particularly favourable. These commodities are: toys, women's and girl's outerwear, cosmetics and toiletries, cotton and woollen fabrics (including furnishing fabrics), power generation and distribution equipment, internal combustion engines, speciality foodstuffs, small boats and components.

The Board of Trade under its Joint Venture Scheme is planning to organize participation by British industry in a number of specialized fairs and exhibitions, such as the Boat and Camping Exhibition and the Food Fair which take place in Helsinki respectively in March and November 1970. The major promotion of British goods will, however, be at the International Trade Fair which is the largest and most important fair in Finland and which regularly attracts over 300,000 Finnish and foreign visitors. The International Trade Fair, which takes place at Helsinki from September 17-27, 1970, will therefore provide manufacturers of capital and consumer goods, particularly those in the product fields listed above, with an excellent opportunity of increasing their sales or of entering the market for the first time.

Board of Trade assistance under the Joint Venture Scheme includes the provision of free space and a shell stand to firms exhibiting in a collective presentation under the sponsorship of their trade association or other similar non-profit-making organization. A large area has been reserved for the British participation but space is quickly being taken up and firms are, therefore, urged to contact their trade associations without delay. Any interested firm which finds that its own trade association does not intend to sponsor a joint venture should immediately contact Trade Fairs Branch of the Board of Trade (Mr. A. G. Pearson, Tel: 01-222 3877. Ext. 2398) so that it can be included in one of the joint ventures which is already under way.

Engineering and Welding Exhibitions cancelled

THE LONDON International Engineering and Marine Exhibition and the International Welding Exhibition, which were to have been held at Olympia, London, from April 22 to 30, have been cancelled. The Industrial and Trade Fairs Holding Group of Companies issued a statement on April 3 to the effect that the cancellation was necessary owing to a decision of exhibition workers at Olympia to continue their unofficial work to rule.

The cancellation does not affect the International Chemical and Petroleum Engineering Exhibition to be held at Earls Court, from April 22 to 30.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal.

British toys at Sydney

A report from the British High Commission, Sydney

THE FOURTH SYDNEY International Toy Trade Fair, organized by the Australian British Trade Association, was held at the Australia Square Tower, Sydney, from March 16 to 20. The products of over 200 manufacturers from 16 countries occupied a total area of 14,500 sq. ft.

Retail sales and imports of toys into Australia are rising steadily and the market is an important one for British toy manufacturers, who are the leading exporters of quality toys to Australia. The importance which Britain attaches to the market was demonstrated by the fact that the products of 52 British manufacturers were displayed on the stands of their Australian distributors. Of these, 33 manufacturers combined with the British Toy Manufacturers Federation and the Board of Trade in a joint venture, and eight representatives from the United Kingdom came to Australia to man their firms' stands.

All British exhibitors reported great interest in their products. The fair was reserved for trade buyers only and the public were not admitted, so the estimated attendance of about 3,000 – 800 higher than 1968 – was excellent. British manufacturers took full advantage of the occasion to show a number of lines completely new to Australia. Lesney Products & Co. Ltd., makers of the famous 'Matchbox' series introduced the 'Matchbox Motorway', a unique system of motorizing any Matchbox model by placing a guide-pin under any standard model. John Waddington Ltd., of London demonstrated the growing sophistication of the toy industry with their 'Future Scientist' kits covering the fields of basic chemistry, electro-magnetism, magnetism, food chemistry and thermal energy. A striking display was the model Tudor Village, the central feature of a British Lego exhibit. This model which took two men more than eight weeks to design and construct was specially created to illustrate the versatility and scope of the company's popular construction kits. The Concorde supersonic jet came to Sydney – as a kit of ready formed plastic parts made exactly to scale – introduced by Airfix Hobby & Toy Sales Ltd.

An important British occasion during the fair was a reception given on behalf of the British Toy Manufacturers Association for Australian buyers, wholesalers and retailers.

At the stand of Newfold Ltd. ('Bendy' toys) at the Sydney International Toy Trade Fair. From left to right, Mr. W. N. R. Maxwell, Counsellor (Commercial), British High Commission, Sydney, Mr. C. W. Newfold, Newfold Ltd., Mr. G. W. Burnett, Trade Fairs Branch, Board of Trade.

Mr. W. Moray Lines, chairman of the Lines Bros. Group, represented the BTMA and welcomed guests. He also made a short speech stressing the increasing importance of the Sydney Toy Fair since its inception in 1966 and the intense and continuing interest of British toy manufacturers in the Australian market.

Among important visitors to the fair was Sir Lorimer Dods, Emeritus Professor of Child Health at Sydney University and chairman of the Children's Medical Research Foundation, who officially opened the fair at the inaugural lunch.

The Sydney International Toy Trade Fair has over the last four years established itself as an event of considerable significance in the toy trade and British toy manufacturers as the largest group of overseas participants are continuing to add to the fine export record of the British toy industry.

Successful Leeds run for Northprint '69

THE LARGEST exhibition ever organized in Britain for the printing industry, excluding the eight-yearly International Exhibition in London, took place at the Queen's Hall, Leeds, from March 25 to 28. One of the finest trade exhibitions held in the North of England, Northprint '69, undoubtedly achieved the aim of the organizers, Marketing Exhibitions Ltd., to offer an opportunity to all in the printing industry to compare and evaluate the latest equipment.

Exhibitors and organizers alike were delighted with the success of the event. The numbers of visitors and serious inquiries greatly exceeded expectations. Some orders were received and the high standard of the stands was illustrated by the fact that one exhibitor was asked to design a similar stand for an overseas customer.

An international flavour was given by the substantial number of exhibits from overseas, including Germany, Japan, Sweden and the United States.

Covering an area of 26,000 sq. ft., 150 firms showed over 200 different kinds of products including a vast range of modern printing machinery; ancillary equipment such as collectors, guillotines, chemicals, plates, rollers, blankets, copying machines, cameras, computerized addressing systems and so on. Also featured was a display by 12 of Britain's leading design groups of design in metric stationery sizes.

There seems little doubt that the organizers will proceed with their intention of mounting similar exhibitions every two years.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

New developments in plastic products, machinery and materials were revealed to 200 British and European journalists at the Interplas press conference on London recently. INTERPLAS – the officially recognized international plastics exhibition in Europe for 1969 – opens at Olympia, London, on June 18. Some 500 exhibitors from 14 countries are expected to take part.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Bulgaria

ARRANGEMENTS FOR Anglo-Bulgarian trade during the 12 months ending March 31, 1970, were signed in London on March 31. The arrangements are reproduced below.

Annex A is a list of goods which cannot be freely imported from Bulgaria and require a specific licence. There are quotas in Annex B for some of these goods, and these may be imported under specific licence up to the level of the quotas shown. The various Bulgarian goods not appearing in Annex A may be imported freely under either Open General Licence or Open Individual Licence. Some of these goods are listed in Parts II and III of Annex B.

Annex C contains the provisions for the United Kingdom's exports to Bulgaria in this period. As in previous years Part I of Annex C applies to goods not covered by the quotas in Part II.

The general prohibitions and restrictions relating to imports from and exports to all countries (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

ANNEX A

Goods the import of which remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2	(except horsemeat, rabbit, mutton and lamb, beef and veal and venison and their offals)
Chapter 3	(except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4	(except headings 04.05 and 04.06)
Chapter 16	(except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready-made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal)

Chapter 65
Headings 17.02 (G) (1) Lactose
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables, fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions, including shallots), green peas, radishes, spinach and turnips
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder)
Tomatoes, fresh
Rhubarb, frozen, dried or preserved, otherwise than provisionally or by vinegar or acetic acid
Vegetables provisionally preserved containing onion or cauliflower
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved, being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries
Fruit juices, syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice

Lord Brown (standing left), Minister of State, Board of Trade, with Dr. Peter Voutov, the Bulgarian Ambassador in London on his left, looks on at the signing of the Anglo-Bulgarian trade agreement in London on March 31. Signing for the United Kingdom is Mr. B. E. P. MacTavish (left), an assistant secretary in the Commercial Relations and Exports Department of the Board of Trade, and for Bulgaria, Mr. Asparuch Mladenov, chief of department, Bulgarian Ministry of Foreign Trade.

Grass seed
Dry bulbs, rhizomes, corms and tubers
Osiers and willows
Cigars
Matches (excluding Bengal matches)
Benzene (including benzole), toluene and xylenes
Hides and skins, tanned
Gloves
Fur shells and fur bodies
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (*canabis sativa*)
Rubber footwear
Flat glass 3 mm nominal thickness and less
Enamelled hollow-ware
Cutlery, being knives (other than machine knives and surgeons' knives), sharpening steels, spoons and forks, scissors and shears, and long-handled razors
Typewriters and parts
Transistorized radio and television receivers
Electronic valves and tubes, and semiconductors, and parts thereof
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains)
Aircraft of an all-up weight over 4,500 lb.
Watches of a value not exceeding 30s. c.i.f. each and watch movements of a value not exceeding 25s. c.i.f. each (other than stop-watches)
Watch parts (other than watch glasses or cases)
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
Sporting ammunition
Toys and games (other than plastic toys and playing cards)
Glass Christmas tree ornaments
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence

ANNEX B

Imports from the People's Republic of Bulgaria into the United Kingdom during the period of April 1, 1969, to March 31, 1970

Goods of Bulgarian origin or manufacture

PART I

Item No.	Description of goods	Value £'000 (c.i.f.) unless otherwise stated
1	Toys and games	100
2	Domestic pottery and porcelain articles	45
3	Christmas tree decorations (glass)	15
4	Fabrics and made-up goods of cotton	20
5	Silk fabrics	25
6	Woollen textiles and woollen ready-made clothes	20
7	Rubber footwear	30
8	Matches	P.M.
9	Fresh tomatoes (of which not more than 60 tons may be imported during the period April 1 to October 31) *Tons*	1,000
10	Onions and shallots *Tons*	1,900
11	Fresh vegetables, the following: asparagus, beans (green), beetroot, broccoli and cauliflower, brussels sprouts, carrots, celery, cucumbers (other than gherkins), herbs, lettuce and endive, mushrooms, peas (green), radishes, spinach and turnips *Tons*	120
12	Cauliflower in brine	15
13	Dried vegetables being any of the vegetables specified in items 10 and 11, other than herbs dried in bulk	570
14	Apple, blackcurrant and pear juices and syrups	20
15	Apple concentrate	10
16	Canned and bottled vegetables being any of the vegetables specified in items 10 and 11	225
17	Quick-frozen vegetables being any of the vegetables specified in items 10 and 11 *Tons*	250
18	Quick-frozen fruits being any of the following: apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries (of which not more than 90 tons each for raspberries and strawberries and not more than 100 tons for blackcurrants) *Tons*	700
19	Fresh apples and pears	20
20	Cheese and Kashkaval	125
21	Fresh fruit being any of the fruits specified in item 18 except apples and pears *Tons*	200
22	Dried fruits being any of the fruits in item 18	350
23	Strawberry and raspberry pulp not containing more than 50% by weight of commercial sweetening matter and derived from fruit grown in Bulgaria *Tons*	1,500
24	Other fruit pulp, not containing more than 50% by weight of commercial sweetening matter being derived from any of the following fruit grown in Bulgaria: apples, cherries, currants, gooseberries, loganberries, pears and plums (of which not more than 400 tons for blackcurrant pulp) *Tons*	680
25	Canned and bottled fruits being any of the fruits specified in item 18 and any mixture of those fruits (of which not more than £100,000 for plums, £10,000 each for apples and blackcurrants and £10,000 for raspberries and strawberries taken together)	200
26	Jams and jellies being derived from any of the fruits specified in item 18 (of which not more than 770 tons for blackcurrant, raspberry and strawberry taken together and 130 tons for plum) *Tons*	2,000
27	Canned pigmeat (other than ham and pork loin)	55 (a)
28	Canned or fully cooked ham and pork loin	10 (a)
29	Fresh pork meat	P.M. (a)
30	Poultry, uncooked	P.M. (b)
31	Poultry, fully cooked, including canned boneless poultry	220 (c)
32	Butter *Tons*	580 (d)
33	Yoghourt	10
34	Souvenirs, fancy goods	15
35	Miscellaneous (subject to type)	100

Notes:
(a) Subject to Public Health Imported Food Regulations.
(b) Subject to Poultry Carcases Landing Order 1955.
(c) As defined by the Poultry Carcases Landing Order 1955, subject to Merchandise Marks (Imported Goods) No. 5 Order, S.I. 1934 No. 301.
(d) Quota for the butter year ending March 31, 1970.

PART II

Some of the goods under open individual licences

Electric equipment and materials
Station tractors, platform trucks and hoists
Metalcutting and machine tools
Carbamide and soda ash
Zinc white
Sodium nitrate
Pharmaceuticals
Carpets, hand-made
Wooden articles and furniture
Basketware
Plastic toys
Domestic glassware
Leather jackets
Other leather articles
Leather footwear
Books and periodicals
Garlic, pickled cucumbers, vine leaves, sauerkraut
Gherkins and paprika
Tomato puree
Canned tomatoes
Tomato juice
Juices and syrups of peaches, apricots and grapes
Grapes
Fresh apricots and peaches
Dried apricots, peaches and prunes
Nuts and almond kernels
Apricot and peach pulp
Canned apricots, peaches and grapes
Jam and jelly from apricots, peaches, small tomatoes, figs, rose petals, carrots and grapes
Wines and spirits
Canned ready-made dishes containing both meat and vegetables
Canned beef and veal
Chilled and frozen beef and veal
Frozen rabbit meat
Mutton and lamb (all forms)
Horsemeat
Salami
Pectin
Preserved fish, freshwater fish and sturgeon
Mineral waters
Malt extract
True hemp yarns and twines
Ground cement
Radio sets (excluding transistor radios)
Textile looms
Ball bearings
Sports articles, including tents, other than made-up goods of cotton or cotton canvas
Mineral waxes

PART III

Some of the goods under open general import licence

Non-ferrous metal products
Zinc white in blocks
Lead in blocks
Bismuth
Cadmium
Cement, unground
Cellulose
Cotton, raw
Wool, raw
Sheet iron
Marble and granite in slabs
Films exposed
Tobacco, unmanufactured
Chipboards
Lard
Beans, haricot
Peanuts
Ammonium nitrate
Maize
Wheat
Sunflower seed
Cotton seeds
Vetches seeds
Poppy seeds
Attar and concrete of roses
Peppermint and geranium oil
Beech, including steamed beech
Plywood and unassembled parquet blocks and strips
Hides and furs
Cotton, rape, maize and sunflower oils
Bristles
Down and feather of birds ordinarily used in the United Kingdom as articles of diet, and animal hair
Dried herbs and dried drugs
Red paprika
Onion seeds and other vegetable seeds
Coriander and aniseed
Fennel
Postage stamps
Paper and printed matter covered by Open General Licence
Flax waste, unmanufactured
Hemp waste
Casein, raw
Colophony
Bone glue

ANNEX C

Imports from the United Kingdom into the People's Republic of Bulgaria during the period April 1, 1969, to March 31, 1970

Goods of United Kingdom origin or manufacture

PART I

The Government of Bulgaria will give general facilities for the import of goods not mentioned in Part II of this list and will give facilities especially for the following types:
Breeding livestock, food, including fish, agricultural products and beverages

(*Continued at foot of next page*)

Liberalization of imports from Eastern Europe

AS FROM MAY 1 quantitative restrictions will be removed from a range of goods imported from the Soviet Union and Rumania. The goods are those which were freed from restriction in 1964, and subsequently when imported from Czechoslovakia, Poland, Hungary and Bulgaria.

Mr. Anthony Crosland, President of the Board of Trade, told Parliament of this change on April 2 in reply to a question about encouraging exports to these countries. Mr. Crosland said:

> 'Arrangements providing for increased trade exchanges in the coming year have recently been concluded with the Soviet Union and Rumania, and negotiations are in train for the renewal of the five-year trade agreement with the Soviet Union which expires in June. Further, in view of the increase in our exports to the Soviet Union and Rumania, I have decided to remove from May 1 restrictions on imports from these countries on a range of goods imports of which from other East European countries have for some time been unrestricted. I am confident that this change will encourage further expansion of our trade on a mutually beneficial basis.
>
> This measure of liberalization is not conditional on prior assurances on pricing policy, non-discrimination and purchases of United Kingdom goods; but we continue to attach importance to these matters and we expect satisfactory policies to be followed. We remain free to revert to quantitative control if we think this necessary. I wish our position in this respect to be clearly understood both at home and abroad.
>
> These arrangements will be extended to imports from East Germany when I am satisfied with the current and future level of our exports to this territory.'

Reasons for liberalization

The substantial improvement in exports to the Soviet Union and Rumania in 1968 makes it desirable to put these countries on the same footing as those already benefiting from earlier liberalization. Exports to the Soviet Union increased from £63 million in 1967 to £102 million in 1968, and exports to Rumania increased from £10 million in 1967 to £31 million in 1968.

Safeguards for British producers

In his statement the President made it clear that, although the Board of Trade will no longer insist on formal assurances as a pre-condition of liberalization, we nevertheless expect supplying countries to follow satisfactory policies on pricing, non-discrimination and purchases of United Kingdom goods, and that the Board of Trade remain free to revert to quantitative control if they consider it necessary.

In addition, the Board of Trade already has powers under the Customs Duties (Dumping and Subsidies) Acts. This legislation was amended last year by the Customs Duties (Dumping and Subsidies) Amendment Act, 1968, to make it easier to take action in appropriate cases against dumped or subsidized imports from state trading countries.

Extent of liberalization

The majority of imports from the Soviet Union and Rumania (95 per cent and 64 per cent respectively in 1968) are already admitted without restriction. Under the new arrangements an additional 3 per cent and 16 per cent approximately will be freed from quantitative restriction.

The list of liberalized products

No changes are made on the present occasion to the list of products which are free of restriction when imported from countries to which liberalization applies. The principal products are machinery, furniture and other wood manufactures, paper products, chemicals and plastics, leather footwear, carpets, foodstuffs of various kinds, books and periodicals, and tyres and tubes. The items still subject to quantitative restriction will be kept under review.

Trade figures

Trade with the six countries, USSR, Rumania, Bulgaria, Czechoslovakia, Hungary and Poland, to which liberalization will now apply, has been developing rapidly over the last few years as the following figures show:

£ million

	1964	1965	1966	1967	1968
U.K. Exports (f.o.b. . .	94·1	105·2	130·7	153·6	211·0
U.K. Imports (c.i.f.) . .	182·9	207·9	227·1	241·7	285·1

Imports from East Germany

The arrangements will not be extended for the time being to East German goods. This is because of the continued decline in British exports (which fell from £15.9 million in 1966 to £13.6 million in 1967 and £11.7 million in 1968), and the very large adverse balance of trade against the United Kingdom.

Further details

Full information on the items to be freed from quantitative restriction and on the procedure for applying for Open Individual Licences, will be given in a Notice to Importers which will be published as soon as possible.

UNITED KINGDOM AND BULGARIA, *continued*

Chemicals, dyestuffs, paints and pigments, pharmaceuticals, fungicides, insecticides, weed killers and fertilizers, plastic materials (including transparent cellulose film) and synthetic resins, synthetic iron oxide, zinc oxide and zinc dust
Mineral manufactures
Ferrous and non-ferrous metals and manufactures thereof
Machinery, plant, equipment and parts (including electrical), including that for the agricultural, chemical, food and drink, textile, tobacco working, printing, packaging, paper converting, glass making and tanning industries; mechanical handling equipment; tractors; machine tools; engines (including marine), boilers, turbines and generating sets; pumps; ball and roller bearings; portable power tools and hand tools; data processing and other office machinery; refrigeration equipment
Industrial and scientific instruments
Radio, radar, television, telecommunication, navigation and signalling equipment (including domestic equipment) and components, and parts thereof
Railway rolling stock and equipment
Aircraft, engines and equipment
New and second-hand ships and boats
Commercial vehicles, including parts and accessories, and service equipment
Wood veneers
Textile yarns and man-made fibres

PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Leather and leather goods	10
2	Rubber manufactures including tyres	85
3	Various papers and cigarette filters	300
4	Textile manufactures and apparel, linoleum and leather cloth	50
5	Lace	10
6	Film equipment	10
7	Vehicles, other than commercial vehicles, including motor cycles, motor scooters, bicycles and motor assisted bicycles, and spare parts and accessories thereof	70
8	Films exposed	15
9	Books	40
10	Consumer goods, not elsewhere specified, including: razors and razor blades; clocks, watches and parts; domestic appliances; sports goods; musical instruments, records and recording tapes; adhesive tapes; sensitized materials; hearing aids; jewellery, smokers' requisites; cutlery, pressure cookers and other domestic hardware, cigarettes and other tobacco manufactures; pens of all kinds	300

Imports from Hungary

THE BOARD OF TRADE have issued Notice to Importers No. 1247 setting out the licensing arrangements for imports from Hungary for the 12-month period ending December 31, 1969. Full details and the list of quotas appeared in the *Board of Trade Journal* of February 21 (pages 565 and 566).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel,* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

UK aid to developing countries

Ceylon

UNDER AN AGREEMENT recently signed in Colombo, Britain is giving Ceylon approximately £1 million for the purchase of wheat during the harvest year 1968/69. The Government of Ceylon will pay for the shipping and other costs involved. This aid fulfils part of the obligation which the United Kingdom has accepted under the terms of the Rome Food Aid Convention to provide 225,000 metric tons of grain, or the cash equivalent, each year for three years as aid to developing countries.

Britain has also increased to £2½ million the interest free loan for £2 million commodity aid signed in Colombo on October 7, 1968.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1, quoting reference number C.R.E. 21315/3/P (Tel. 222 7877, Ext. 2642).

Double taxation

THE BOARD of Inland Revenue announce that the following have now been published as Schedules to Orders in Council numbered S.I. 1969 Nos. 378, 379 and 380 respectively:

details of the Agreement, signed on December 21, 1968, between the United Kingdom and Spain for the avoidance of double taxation of air transport profits;

the Arrangement amending the one made with Seychelles in 1947; and

the Double Taxation Agreement with Swaziland, which was signed on November 26, 1968.

Iran and Hungary

TWO LONG TERM trade and payments agreements between Iran and Hungary were signed in Tehran on February 13. The two new Agreements are both to run for five years, compared with the three year term of the current Agreements which are due to expire on June 4. Total trade exchanges worth US $240 million are envisaged over the five year period and payments will be made through clearing accounts established in the Bank Markazi Iran and the National Bank of Hungary. Iranian exports of motor vehicles to Hungary are expected to rise from US $1 million in 1969/70 to reach US $ 2.2 million during the last year of the Agreement, making a total of US $7.8 million for the five year period. Other exports will include dried fruit, carpets, cotton, mineral ores, domestic articles (including razor blades), textiles, clothing and footwear. The emphasis of Hungarian exports to Iran will be on machinery and agricultural produce. A Joint Committee is to be established, meeting alternately in Tehran and Budapest, to keep quota lists under review in particular and to supervise the implementation of the Agreements in general.

A notice about an earlier Agreement on Economic and Technical Co-operation which provides for the export of Hungarian machinery and equipment in exchange for oil was published in the *Board of Trade Journal* of May 24, 1968.

Copies of the Trade, Payments and Technical Co-operation Agreements are held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 483).

Any inquiries about this notice should be addressed to Commercial Relations & Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

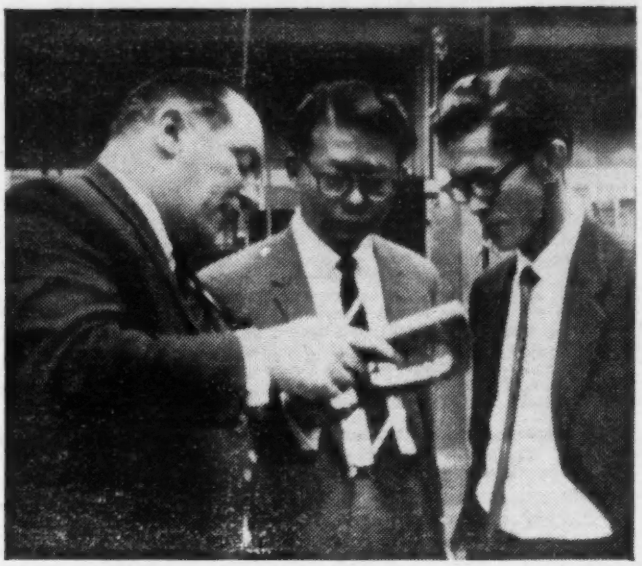
India, Tunisia and Bulgaria

A TRILATERAL Arrangement, valued at Rs. 34 million, was signed in New Delhi on March 10, 1969, by the State Trading Corporation of India and the commercial organizations of Bulgaria and Tunisia for the export of tea and other commodities to Tunisia against exports of Tunisian phosphate to Bulgaria and supplies of urea from Bulgaria to India.

Bulgarian exports of urea to India under this arrangement will be over and above the normal amount for 1969. Payments by all three countries will be in non-convertible Indian rupees.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

MALAYSIAN VISITORS TO YORKSHIRE



Mr. A. R. Rumfitt, technical sales director of Yorkshire Switchgear and Engineering Co. Ltd., Leeds, demonstrates equipment to Mr. Leong Yoke Kow (centre), senior planning engineer with the National Electricity Board in Kuala Lumpur, and Mr. Loong Sow Toong, area manager of the Eastern area of the NEB, Malaysia. The two engineers were visiting the Leeds firm as part of a month's tour as guests of the British Government. They inspected the whole range of switchgear manufactured by the company, including the Yorkshire Tyke, a ring main unit which has recently been developed and put into full production by the firm. With Mr. Leong and Mr. Loong on the tour were: Mr. Mokhtar bin Taib, senior district manager, NEB, Ipoh, and Mr. R. Rajagopal, senior transmission engineer, NEB.

Rumania and Nigeria and Rumania and the Republic of Central Africa

TEXTS OF LONG-TERM TRADE AGREEMENTS (1968-73) concluded between Rumania and Nigeria (August 1968) and between Rumania and the Republic of Central Africa (September 1968) including lists of goods to be exchanged can be obtained from Export Services Branch Tariff Section, Board of Trade, Room E.57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ANGOLA

Bulletin 66/69

INSTITUTE OF FISHERIES INDUSTRIES:
Refrigeration Equipment May 5. E.S.B. 14023/69/J.
Ice Making Plant. May 14. E.S.B. 14045/69/J.

ARGENTINA

Bulletin 65/69

OBRAS SANITARIAS DELA NACION:
Construction of Reservoir. May 7. E.S.B. 14020/69/J.
Construction of Waterworks June 2. E.S.B. 14022/69/J.

AUSTRALIA

Bulletin 63/69

POSTMASTER-GENERAL'S DEPARTMENT:
8s. **Uniselector Maintenance Parts.** (Further Information.) E.S.B. 12599/69/J.
VICTORIAN RAILWAYS:
*5s. **Axles.** (Further Information.) E.S.B. 13101/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
***Conveyor Belt System.** May 5. E.S.B. 13104/69/J.
WODONGA SEWERAGE AUTHORITY:
Hospital Extension and Alteration. (Pre-qualification.) Closing date not stated. E.S.B. 13297/69/J.

Bulletin 65/69

STATE ELECTRICITY COMMISSION OF VICTORIA:
*25s. **Transmitting Meters.** May 12. E.S.B. 13472/69/J.
*18s. **Fuse Assemblies.** April 28. E.S.B. 13473/69/J.
AERONAUTICAL RESEARCH LABORATORIES:
*9s. **Pulsating Light Source.** (Further Information.) E.S.B. 13252/69/J.

Bulletin 67/69

DEPARTMENT OF WORKS:
Construction of Hospital (Pre-qualification.) Closing date not stated. E.S.B. 14364/69/J.
Air Conditioning, Refrigeration and Electrical Services. (Pre-qualification.) Closing date not stated. E.S.B. 14365/69/J.
*77s. **Electrical Equipment.** May 7. E.S.B. 14311/69/J.
*26s. **Conductor.** April 23. E.S.B. 14334/69/J.

BRAZIL

Bulletin 63/69

COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
***Street Lighting Assemblies, Control Equipment Accessories.** (Further Information.) E.S.B. 13193/69/J.

Bulletin 67/69

COMPANHIA AUXILIAS DE EMPRESAS ELECTRICAS BRASILEIRAS:
***Electrical Equipment.** May 19. E.S.B. 14132/69/J.

BURMA

Bulletin 63/69

PEOPLE'S OIL INDUSTRY:
*3s. **Galvanized Iron Sheets.** April 29. E.S.B. 13404/69/J.
MINISTRY OF DEFENCE:
*2s. **Sewing Cotton.** April 30. E.S.B. 13298/69/J.
PEOPLE'S ELECTRO MECHANICAL SERVICES:
*3s. **Pump.** April 30. E.S.B. 13402/69/J.

Bulletin 64/69

DIRECTORATE OF SALT INDUSTRIES:
*13s. **Contractors' Plant.** April 30. E.S.B. 13405/69/J.
*11s. **Pumps; Diesel Engines; Trailers; Welding Sets; Generating Sets.** April 30. E.S.B. 13429/69/J.
STATE TIMBER BOARD:
*3s. **Carbide Cutters; Grinding Wheels.** April 30. E.S.B. 13432/69/J.
*4s. **Ball and Roller Bearings.** April 30. E.S.B. 13425/69/J.
PEOPLE'S OIL MINISTRY:
*2s. **Fireclay.** April 29. E.S.B. 13426/69/J.
TEXTILE MILLS PROCUREMENT COMMITTEE:
*12. **Haircord.** May 3. E.S.B. 13296/69/J.

Bulletin 65/69

STATE TIMBER BOARD:
*5s. **Circular Saws.** April 30. E.S.B. 13424/69/J.

Bulletin 66/69

UNION OF BURMA RAILWAY BOARD:
*2s. **Luggage Trolley.** April 29. E.S.B. 14158/69/J.

Bulletin 67/69

PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Fire Hose and Accessories.** April 30. E.S.B. 14309/69/J.
*3s **Plummer Blocks.** April 30. E.S.B. 14306/69/J. and 14307/69/J.
*5s. **Milling Cutters.** April 30. E.S.B. 14308/69/J.
*3s. **Lighting Fittings.** April 30. E.S.B. 14310/69/J.

CAMEROON, FEDERAL REPUBLIC OF

Bulletin 65/69

CAMEROONS DEVELOPMENT CORPORATION (CAMDEV):
Construction of a Palm Oil Mill. July 25. E.S.B. 13463/69/J.

CANADA

Bulletin 65/69

MANITOBA HYDRO:
*70s. **Radio Tower.** (Further Information.) E.S.B. 13233/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35, Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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CEYLON

Bulletin 65/69

STATE ENGINEERING CORPORATION:
*9s. **Electrical Equipment.** (Further Information.) E.S.B. 13185/69/J.
*7s. **Lifts.** April 29. E.S.B. 14017/69/J.
GOVERNMENT ELECTRICAL UNDERTAKING:
*2s. **Air Conditioning Plant.** (Further Information.) E.S.B. 13186/69/J.

Bulletin 67/69

MINISTRY OF HOME AFFAIRS:
*12s. **Aluminium Stoppers.** (Further Information.) E.S.B. 13191/69/J.
DEPARTMENT OF AGRICULTURE:
Construction of Refrigerated Rooms. Closing date postponed to April 18 (Further Information). E.S.B. 4119/69/J.
MINISTRY OF HEALTH:
*1s. **Pharmaceuticals.** May 20. E.S.B. 14017/69/J.
*X-Ray **Equipment.** June 10. E.S.B. 14197/69/J.
DEPARTMENT OF CIVIL AVIATION:
*2s. **Airport Equipment** April 30. E.S.B. 13190/69/J.

CHILE

Bulletin 66/69

COMITE DE MALADEROS Y OPERACIONES APROPECUARIAS:
*150s. **Slaughterhouse and Freezing Plant** June 17. E.S.B. 14019/69/J.

COLOMBIA

Bulletin 67/69

EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Cable. May 12. E.S.B. 14159/69/J.
Insulator Clamps. May 5. E.S.B. 14160/69/J.
EMPRESA DE ACUEDUCTO Y ALCANTARILLADO DE BOGOTA:
Power Station Equipment. May 3. E.S.B. 14161/69/J.
ADMINISTRACION POSTAL NACIONAL:
Finance Postal System (Further Information.) Closing date postponed to April 30. E.S.B. 4182/69/J.

CONGO DEMOCRATIC REPUBLIC

Bulletin 64/69

DCMP:
*5s. Documents in French. **Pharmaceuticals.** May 2. E.S.B. 13480/69/J.
*5s. Documents in French. **Surgical Dressings.** April 30. E.S.B. 13481/69/J.
*2s. Documents in French. **Sulphone Drugs.** May 8. E.S.B. 13482/69/J.
*3s. Documents in French. **Serums and Vaccines.** May 5. E.S.B. 13483/69/J.

Bulletin 66/69

DCMP:
*3s. Documents in French. **Chemicals Pharmaceuticals.** May 10. E.S.B. 14100/69/J.

COSTA RICA

Bulletin 64/69

INSTITUTO COSTARRICENSE DE ELECTRIDAD:
*2s. In Spanish. **Cables.** May 7. E.S.B. 13408/69/J.

ECUADOR

Bulletin 64/69

GUAYAQUIL WATER BOARD:
*1s. Press Notice in Spanish. **Construcion of a Pumping Plant.** Closing date postponed to April 25. E.S.B. 10804/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 65/69

BUNDESANT FUR GEWERBLICHE WORTSHAFT:
Steel Frame Construction Work. Closing date not stated XP306/69/J.

Bulletin 66/69

BUNDESANT FUR GEWERBLICHE WIRTSCHAFT:
Supply and Laying of a Pipeline. June 4. E.S.B. XP318/69/J.

Bulletin 67/69

LANDESVERWALTUNGSANT, BERLIN:
*4s. **Stationers' Sundries, Cleansing Materials.** April 27. E.S.B. 14162/69/J.

GREECE

Bulletin 64/69

MINISTRY OF CO-ORDINATION:
*28s. **Consultancy Services.** Further Information. E.S.B. 13184/69/J.

HONG KONG

Bulletin 64/69

GOVERNMENT STORES DEPARTMENT:
*8s. **Laundry Textile Materials.** April 25. E.S.B. 13414/69/J.

INDIA

Bulletin 63/69

BEAS PURCHASE ORGANIZATION:
*9s. **Fire Box Plates.** June 19. E.S.B. 13282/69/J.
NORTHERN RAILWAY:
Transformer. May 6. E.S.B. 13280/69/J.

Bulletin 64/69

BEAS PURCHASE ORGANIZATION:
Hydro Boom Spare Parts. June 19. E.S.B. 13406/69/J.
CALCUTTA ELECTRIC SUPPLY CORPORATION LTD:
Cables, Jointing Material and Accessories. May 5. E.S.B. 13462/69/J.

Bulletin 65/69

NATIONAL COAL DEVELOPMENT CORPORATION LTD:
Scraper Bucket Hauler April 23. E.S.B. 13461/69/J.
FERTILIZER CORPORATION OF INDIA LTD:
*2s. **Generator Set.** Unspecified. E.S.B. 13468/69/J.
HINDUSTAN COPPER LTD:
Trolley and Battery Locomotives. May 28. E.S.B. 13469/69/J.
NEYVELI LIGNITE CORPORATION LTD:
*15s. **Steel.** Closing date postponed to April 15. E.S.B. 8640/69/J.

Bulletin 66/69

NATIONAL MINERAL DEVELOPMENT CORPORATION:
*1s. Press Notice. **Civil Engineering Works.** May 15. E.S.B. 14143/69/J.

Bulletin 67/69

UTTAR PRADESH STATE ELECTRICITY BOARD:
Multifyre System. (Further Information). This requirement can be obtained from indigenous sources, no foreign bids are now required. E.S.B. 10681/69/J.
Transformers. (Further Information). This requirement can be obtained from indigenous sources, no foreign bids are now required. E.S.B. 12275/69/J.
HEAVY ELECTRICALS (INDIA) Ltd:
Pipe-Work. April 30. E.S.B. 14144/69/J.
Circuit Breakers. (Further Information) This requirement can be obtained from indigenous sources, no foreign bids are now required. E.S.B. 13237/69/J.
SRIBAILAM HYDRO ELECTRIC PROJECT:
Cableways for Dam. (Further Information) Closing date postponed to April 30. E.S.B. 37603/69/J.
COMMISSIONERS FOR THE PORT OF CALCUTTA:
Radial Valves, Penstocks. May 7. E.S.B. 14332/69/J.
BOKARO STEEL LTD:
*1s. Press Notice. **Metallic Recuperators.** April 28. E.S.B. 14346/69/J.

IRAN

Bulletin 65/69

IRANIAN TOBACCO MONOPOLY:
Cellulosic Filter. May 21. E.S.B. 13496/69/J.
Cigarette Paper. May 28. E.S.B. 13497/69/J.
Cellulose Film. May 31. E.S.B. 13497/69/J.

Bulletin 66/69

IRANIAN TOBACCO COMPANY:
Cork Paper. June 5. E.S.B. 14102/69/J.
*7s. **Filter Adhesive and Glue.** June 10. E.S.B. 14101/69/J.

Bulletin 67/69

IRANIAN STATE RAILWAY:
*10s. **Iron and Steel Sheets, Bars, Channels.** May 14. E.S.B. 14133/69/J.

IRAQ

Bulletin 66/69

GOVERNMENT PURCHASING BOARD:
*1s. **Coffee Roasting and Grinding Machines.** April 26. E.S.B. 14093/69/J.
GENERAL SPINNING AND WEAVING CO:
1s. **Textile Equipment.** April 30. E.S.B. 14090/69/J.
STATE ORGANIZATION OF INDUSTRY:
*2s. **Cellulose Wrapping.** April 26. E.S.B. 14091/69/J.
*2s. **Wrapping Materials.** April 26. E.S.B. 14092/69/J.
NATIONAL ELECTRICITY ADMINISTRATION:
*12s. **Poles.** (Further Information). E.S.B. 12502/69/J.
IRAQI PORTS ADMINISTRATION:
Computer System. (Further Information) Closing date postponed to May 28. E.S.B. 44367/69/J.
*4s **Pumps** (Further Information.) E.S.B. 9857/69/J.
NATIONAL LEATHER INDUSTRIES:
*2s. **Spraying Machines.** (Further Information.) E.S.B. 12505/69/J.
*2s. **Drying Tunnel.** (Further Information.) E.S.B. 12506/69/J.

Bulletin 67/69

CENTRAL FOREIGN PURCHASING BOARD:
Bedsteads. May 4. E.S.B. 14128/69/J.
Hospital Equipment. May 18. E.S.B. 14119/69/J.
Paper May 4. E.S.B. 14120/69/J.
GENERAL SPINNING AND WEAVING CO.:
Electrical Equipment. May 3. E.S.B. 14121/69/J.
Dyestuffs May 3. E.S.B. 14122/69/J.
IRAQ CEMENT CO. (NAT):
Shovel. April 26. E.S.B. 14124/69/J.
Dumper April 26. E.S.B. 14125/69/J.
GOVERNMENT OIL REFINERIES ADMINISTRATION:
Steel Sheets. May 3. E.S.B. 14116/69/J.
POSTS, TELEGRAPHS AND TELEPHONES ADMINISTRATION:
Junction Boxes. April 29. E.S.B. 14130/69/J.

IRISH REPUBLIC

Bulletin 65/69

TIPPERARY COUNTY COUNCIL (NORTH RIDING):
Pumping Plant. April 25. E.S.B. 13495/69/J.

Bulletin 66/69

OVE ARUP AND PARTNERS (DUBLIN):
Soil Investigation. Closing date not stated E.S.B. 14027/69/J.

Bulletin 67/69

CORPORATION OF DUN LASGHAIRE:
Construction of Houses, Road and Sewerage Development. April 25. E.S.B. 14345/69/J.

ITALY

Bulletin 64/69

MINISTERO DELLA DI FESA:
HF/SSB Receivers/Transmitters. July 8. XR/127/05/69/J.

JORDAN

Bulletin 66/69

JORDANIAN ELECTRIC POWER CO. LTD:
*2s. **Solder and Plumbing Metal.** April 17. E.S.B. 14104/69/J.
CENTRAL TENDERS BOARD, JORDAN ARAB ARMY:
Battery Chargers. April 30. E.S.B. 14107/69/J.

KENYA

Bulletin 64/69

CITY COUNCIL OF NAIROBI:
*40s. **Drugs, Dressings, Hospitals Equipment.** May 12. E.S.B. 13423/69/J.

Bulletin 65/69

CITY COUNCIL OF NAIROBI:
*12s. **Traffic Signals.** Closing date postponed to April 28. E.S.B. 10153/69/J.

Bulletin 67/69

EMCO STEELWORK (KENYA) LTD:
Construction of Industrial Buildings. (Pre-qualification information). Closing date not stated. E.S.B. 14198/69/J.

KUWAIT

Bulletin 64/69

MINISTRY OF EDUCATION:
*9s. In Arabic. **Cotton Fabrics** April 29. E.S.B. 13420/69/J.
MINISTRY OF PUBLIC HEALTH:
*18s. Documents in Arabic and English. **Insecticides.** May 4. E.S.B. 13419/69/J.

LUXEMBOURG

Bulletin 63/69

ESCH-SUR-ALZETTE MUNICIPALITY:
Construction of Educational Centre. August 1. E.S.B. 13276/69/J.

MALAYSIA

Bulletin 63/69

SABAH STATE RAILWAYS:
Railway Wagons. (Further Information) Closing date has been announced as May 19. E.S.B. 7305/69/J.

Bulletin 65/69

STATE CENTRAL TENDERS BOARD:
*57s. **Mechanical Plant, Generating Set, Workshop Tool and Equipment, Earth Moving, Compaction and Miscellaneous Equipment.** May 5. E.S.B. 14031/69/J.

Bulletin 67/69

PUBLIC WORKS DEPARTMENT:
*4s. **Chemicals.** June 2. E.S.B. 14301/69/J.
SABAH ELECTRICITY BOARD:
*11s. **Construction of Building Crane.** May 16. E.S.B. 14142/69/J.
SABAH STATE RAILWAYS:
Lathe. (Further Information) May 12. E.S.B. 7307/69/J.

MALTA

Bulletin 66/69

TREASURY:
Cotton. April 24. E.S.B. 14111/69/J.
Medical and Surgical Equipment. April 24. E.S.B. 14112/69/J.
Split Collars for Water Mains April 24. E.S.B. 14113/69/J.
Blankets. April 24. E.S.B. 14114/69/J.
Vaccine. April 24. E.S.B. 14115/69/J.

NETHERLANDS

Bulletin 64/69

HQ ALLIED FORCES CENTRAL EUROPE (AFCENT):
Office Furniture. April 30. E.S.B. 13407/69/J.

Bulletin 66/69

HQ AFCENT:
Vehicles. May 1. E.S.B. 14030/69/J.

NEW ZEALAND

Bulletin 63/69

POST OFFICE HEADQUARTERS:
*6s. **TV Pattern Generator System.** April 29. E.S.B. 13294/69/J.
*4s. **Capacitors.** April 30. E.S.B. 13295/69/J.

Bulletin 65/69

AUCKLAND ELECTRIC POWER BOARD:
*20s. **Cable** May 16. E.S.B. 13418/69/J.
TAURANGA JOINT GENERATION COMMITTEE:
Power Station Plant. June 30. E.S.B. 13477/69/J.
AUCKLAND ELECTRIC POWER BOARD:
*21s. **Cable.** June 6. E.S.B. 14062/69/J.

Bulletin 66/69

POST OFFICE HEADQUARTERS:
*4s. **Voltmeter.** April 28. E.S.B. 14046/69/J.
*3s. **Scales.** May 1. E.S.B. 14028/69/J.

Bulletin 67/69

POST OFFICE HEADQUARTERS:
*3s. **Radio Components.** May 6. E.S.B. 14347/69/J.
*5s. **Trenching Machines.** May 5. ES.B. 14348/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

PAKISTAN

Bulletin 64/69
DIRECTORATE OF SUPPLY:
*29s. **Engineering Plant Stores and Tools.** June 12. E.S.B. 13415/69/J.
WEST PAKISTAN RAILWAY BOARD:
Creosote Oil. May 12. E.S.B. 13421/69/J.

SOUTH AFRICA

Bulletin 65/69
STATE TENDER BOARD:
*2s. **Pocket Knives.** April 24. E.S.B. 14069/69/J.

Bulletin 66/69
*15s. **Transformers.** April 24. E.S.B. 14063/69/J.

Bulletin 67/69
CAPE PROVINCIAL TENDER BOARD:
Cardiac Monitors. April 25. E.S.B. 14147/69/J.
*4s. **Laboratory Equipment.** April 29. E.S.B. 14339/69/J.
3s. **Tee-Squares, Compasses.** April 29. E.S.B. 14340/69/J.

SPAIN

Bulletin 64/69
MINISTERIO DE HACIENDA:
Photo-Composing Unit. April 30. E.S.B. 13413/69/J.
AUTOPISTAS, CONCESSIONARIA ESPANOLA, SA:
Road Works. April 23. E.S.B. 13412/69/J.

SUDAN

Bulletin 66/69
PUBLIC AGRICULTURAL PRODUCTION CORPORATION:
*2s. **Baling Twine.** April 30. E.S.B. 14048/69/J.
*2s. **Baling Hoops.** April 30. E.S.B. 14049/69/J.
*3s. **Jute Materials.** April 30. E.S.B. 14050/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 65/69
SYRIAN TOBACCO MONOPOLY:
Linen Ribbons. April 24. E.S.B. 13492/69/J.

TAIWAN

Bulletin 64/69
CENTRAL TRUST OF CHINA:
*2s. **Ultracentrifuge.** May 17. E.S.B. 13459/69/J.
*16s. **Pumps.** May 16. E.S.B. 13460/69/J.

Bulletin 65/69
*15s. **Steel Rails.** May 6. E.S.B. 13431/69/J.
*5s. **Steering Gear.** May 16. E.S.B. 13433/69/J.
*4s. **Electron Tubes and Transistors.** April 28. E.S.B. 13434/69/J.
*3s. **Tank Mixer.** April 24. E.S.B. 13435/69/J.
*5s. **Crane.** April 24. E.S.B. 13436/69/J.
*3s. **Ovens.** April 23. E.S.B. 13438/69/J.
*3s. **Oil Processing Machinery.** May 15. E.S.B. 13441/69/J.
*8s. **Engine Bearings and Spare Parts.** April 26. E.S.B. 13442/69/J.
*3s. **Liver Injections.** May 21. E.S.B. 13484/69/J.
*3s. **Steam Traps.** April 29. E.S.B. 13486/69/J.
*2s. **Pumps.** May 19. E.S.B. 13449/69/J.
*2s. **Tobacco Carding Belt.** May 19. E.S.B. 13450/69/J.
*3s. **Container Trailer.** April 23. E.S.B. 13443/69/J.
*4s. **Ball and Roller Bearings.** April 25. E.S.B. 13490/69/J.
*5s. **Gas Chromatograph.** April 29. E.S.B. 13488/69/J.
*3s. **Steel Pipes and Bars.** April 25. E.S.B. 13489/69/J.
*12s. **Field Survey Truck.** April 25. E.S.B. 13491/69/J.
*3s. **Pipes and Pipe Fittings.** April 29. E.S.B. 13487/69/J.

Bulletin 67/69
*1s. **Frequency Meter Panel.** May 2. E.S.B. 14188/69/J.
*3s. **Thermometers.** May 2. E.S.B. 14189/69/J.
*9s. **Measuring Equipment.** May 19. E.S.B. 14190/69/J.
*23s. **Pumps.** May 20. E.S.B. 14192/69/J.
*2s. **Line Valve.** May 26. E.S.B. 14193/69/J.
*2s. **Hydraulic Jacks.** May 26. E.S.B. 14194/69/J.
*3s. **Cultivator.** April 28. E.S.B. 14321/69/J.
*2s. **Vehicle.** May 26. E.S.B. 14323/69/J.
*5s. **Drum Manufacturing Equipment.** May 20. E.S.B. 14324/69/J.
*5s. **Transformers; Circuit Breakers.** May 20. E.S.B. 14326/69/J.
*2s. **Condenser Tubes.** May 27. E.S.B. 14327/69/J.
*3s. **Aluminium/Nickel Master Alloy.** May 20. E.S.B. 14328/69/J.

THAILAND

Bulletin 65/69
LIGNITE AUTHORITY:
Inter-Communication System. May 15. E.S.B. 13499/69/J.
STATE RAILWAY OF THAILAND:
*2s. **Sand Blast Cleaning Equipment.** April 28. E.S.B. 14005/69/J.
*1s. **Lathes.** April 29. E.S.B. 14006/69/J.

Bulletin 67/69
Red Oxide. April 23. E.S.B. 14151/69/J.
METROPOLITAN ELECTRICITY AUTHORITY:
*3s. **Cable.** May 8. E.S.B. 14152/69/J.

TUNISIA

Bulletin 67/69
SECRETARIAT D'ETAT A L'EDUCATION:
*8s. In French. **School Equipment and Furniture.** May 20. E.S.B. 14153/69/J.

TURKEY

Bulletin 64/69
TURKISH IRON AND STELL WORKS:
*5s. **Steel.** Closing date not stated. E.S.B. 13411/69/J.

Bulletin 65/69
ETIBANK GENEL MUDURLUGU:
Construction of a Colemanite Concentrator. May 30. E.S.B. 13444/69/J.

Bulletin 67/69
ESHOT GENEL MUDURLUGU:
*21s. **Buses.** May 28. E.S.B. 14164/69/J.
DEVLET HAVA MEYDANLARI ISLETMESI:
Perforator Tape. April 25. E.S.B. 14175/69/J.
*3s. **Concrete Additive.** April 25. E.S.B. 14186/69/J.
*9s. **Vehicles.** April 25. E.S.B. 14163/69/J.
*4s. **Tubes Diodes; Transistors.** April 25. E.S.B. 14172/69/J.
*7s. **Snow Ploughs.** April 25. E.S.B. 14176/69/J.
*3s. **Cutting Edges for Snow Ploughs.** April 25. E.S.B. 14177/69/J.
*6s. **Snow Sweeper-Blower.** April 25. E.S.B. 14178/69/J.
*4s. **Generators.** April 25. E.S.B. 14179/69/J.
*4s. **Oscilloscopes.** April 25. E.S.B. 14180/69/J.
*2s. **Dummy Loads.** April 25. E.S.B. 14181/69/J.
*3s. **Spectrum Analyzers.** April 25. E.S.B. 14182/69/J.
*3s. **Antenna Cones.** April 25. E.S.B. 14184/69/J.
*3s. **Runway Cable.** April 25. E.S.B. 14185/69/J.
JANDARMA GENEL KOMUTANTIGI:
*13s. **Transceivers.** April 25. E.S.B. 14337/69/J.
STATE AIRPORTS ADMINISTRATION:
*2s. **Radar Electrical Equipment.** April 25. E.S.B. 14173/69/J.
*4s. **Teletype Spare Parts.** April 25. E.S.B. 14171/69/J.
*2s. **Aircraft Engine.** April 25. E.S.B. 14167/69/J.
*12s. **Aircraft Engine Spare Parts.** April 25. E.S.B. 14166/69/J.
*4s. **Frequency Counters.** April 25. E.S.B. 14183/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 64/69
ALEXANDRIA PORT AUTHORITY:
Cranes. (Further Information.) Closing date postponed to April 22. E.S.B. 2392/69/J.
PETROLEUM PIPELINE CO:
*8s. **Pipeline Project.** (Further Information). Closing date postponed to April 29. E.S.B. 4184/69/J.

UNITED STATES OF AMERICA

Bulletin 65/69
DENVER FEDERAL CENTER:
*1s. Press Notice. **Lift.** April 29. E.S.B. 14074/69/J.

Bulletin 66/69
DENVER FEDERAL CENTER:
Autotransformer Switch Unit. (Advance Information). Closing date not stated. E.S.B. 14042/69/J.
Supervisor) Control and Te'emetering System. (Advance Information). Closing date not stated. E.S.B. 14043/69/J.
Control Equipment. (Further Information). Closing date not stated. E.S.B. 14044/69/J.

URUGUAY

Bulletin 66/69
FACULTY OF MEDICINE:
*8s. Documents in Spanish. **Laboratory Equipment.** 1st Call, May 14, 2nd Call, May 21. E.S.B. 14085/69/J.
*14s. Documents in Spanish. **Chemicals and Pharmaceuticals.** 1st Call, May 7, 2nd Call, May 21. E.S.B. 14081/69/J.
*1s. Documents in Spanish. **Pharmaceuticals.** 1st Call, May 7, 2nd Call, May 21. E.S.B. 14082/69/J.
*1s. Documents in Spanish. **Ampoules and Bottles.** 1st. Call, May 8. 2nd Call, May 22. E.S.B. 14083/69/J.
*1s. Documents in Spanish. **Antibiotics.** 1st Call, May 8. 2nd Call, May 22. E.S.B. 14084/69/J.
*1s. Documents in Spanish. **Insulin.** 1st Call, May 6, 2nd Call, May 20. E.S.B. 14024/69/J.
*1s. Documents in Spanish. **Tab'ets Wrapping Machine.** 1st Call, May 6, 2nd Call, May 20. E.S.B. 14025/69/J.
*1s. Documents in Spanish. **Constrasting Materia's.** 1st Call, May 6, 2nd Call, May 20. E.S.B. 14047/69/J.
*Pharmaceuticals. 1st. Call, May 6. 2nd Call, May 20. E.S.B. 14060/69/J.
*1s. **X-Ray Films.** 1st Call, May 7, 2nd Call, May 21. E.S.B. 14076/69/J.

URUGUAY

Bulletin 66/69
MOP (MINISTRY OF PUBLIC WORKS):
Conductors and Accessories. May 5. E.S.B. 14079/69/J.
MINISTRY OF DEFENCE:
*7s. Documents in Spanish. **Adding Machines.** 1st Call, April 25, 2nd Call, May 8. E.S.B. 14080/69/J.
CONSEJO DEL NINO:
*14s. Documents in Spanish. **Cutlery.** April 30. E.S.B. 14086/69/J.
CONAPROLE (STATE DAIRY CORPORATION):
*15s. Documents in Spanish. **Dairy Plant Equipment.** May 28. E.S.B. 14087/69/J.

VIETNAM

Bulletin 63/69
INDUSTRIAL DEVELOPMENT CENTRE:
*11s. **Paint Manufacturing Plant.** May 15. E.S.B. 13266/69/J.
*14s. **Detergent Manufacturing Plant.** May 20. E.S.B. 13267/69/J.
*5s. **Concrete Block Making Machinery.** May 31. E.S.B. 13277/69/J.

YUGOSLAVIA

Bulletin 64/69
RAILWAY TRANSPORT ENTERPRISE:
*46s. **Construction of Steel Bridges.** (Pre-qualification) May 20. E.S.B. 13286/69/J.

ZAMBIA

Bulletin 6669
CENTRAL SUPPLY AND TENDER BOARD:
*2s. **Typing and Duplicating Paper.** May 2. E.S.B. 14075/69/J.

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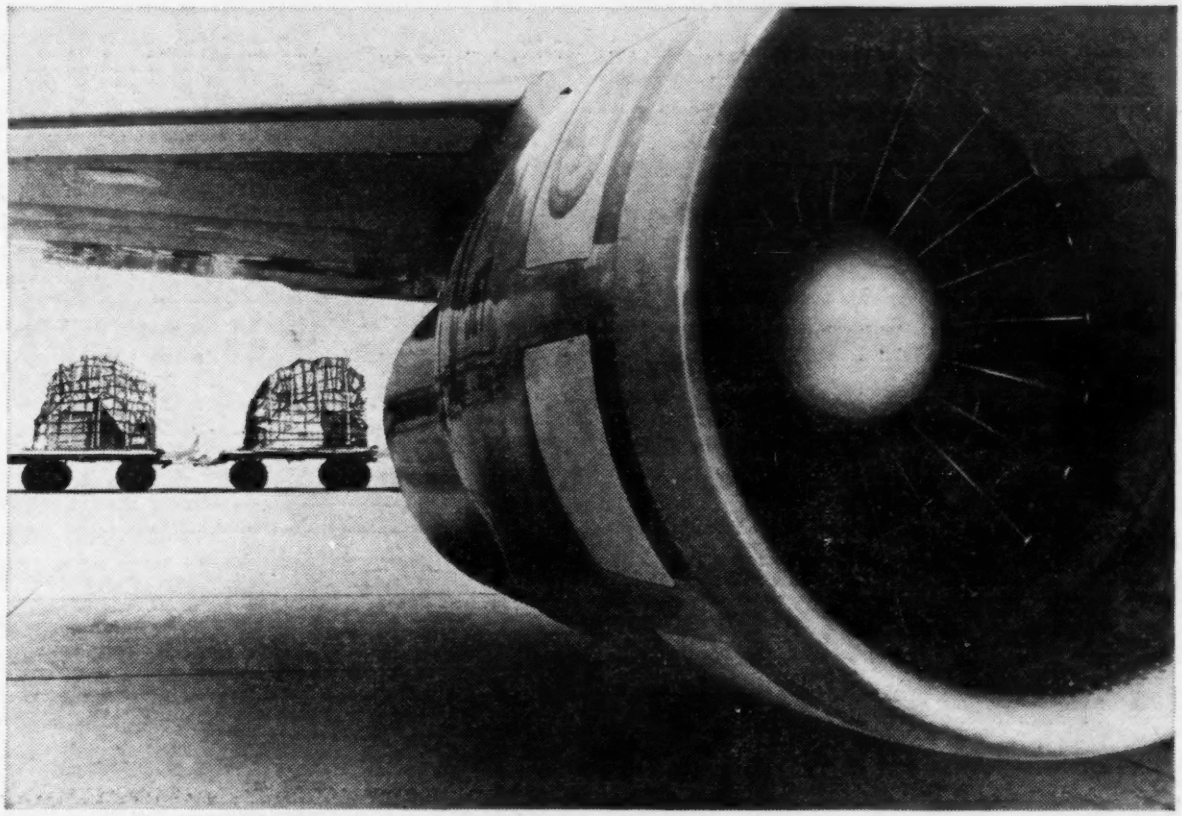

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8A 302

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers, to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegrams: EXSERBRA.*

ALGERIA

Bulletin 63/69
Agency inquiry for building industry equipment; concrete making machinery; public works equipment; road building and maintenance machinery. E.S.B. 13652/69/J.

AUSTRALIA

Bulletin 63/69
Special Advisory Authority. C R E. 1000/68/J.

Bulletin 65/69
Inquiry for electric light fittings and components; furniture and furniture components. E.S.B. 13895/69/J.

Bulletin 66/69
Agency inquiry for pipe welded fittings; steel fittings. E.S.B. 8918/69/J.

AUSTRALIA. WAIVER OF BRITISH PREFERENCE

Bulletin 64/69
Inquiry for dyeing machinery. E.S.B. M/9/69/J.
Inquiry for liner boards. E.S.B. S/27/69/J.

Bulletin 65/69
Inquiry for voltmeter. E.S.B. A/25/69/J.
*5s. Inquiry for meters. E.S.B. A/23/69/J.
Inquiry for transducers. E.S.B. A/26/69/J.
†10s. Agency inquiry for cable. E.S.B. A/27/69/J.
1s. Inquiry for electric enamelling kilns. E.S.B. A/24/69/J.

Bulletin 67/69
3s. Inquiry for refiner machine. E.S.B. S/29/69/J.
*Inquiry for impregnated paper. E.S.B. S/31/69/J.
14s. Inquiry for filtration and demineralization plant for power station. E.S.B. A/28/69/J.
Inquiry for electronic calculating system. E.S.B. S/28/69/J.

AUSTRIA

Bulletin 63/69
Inquiry for non-ferrous metal production. E.S.B. 13675/69/J.

Bulletin 64/69
Agency inquiry for fibre yarns; textile machinery. E.S.B. 13013/69/J.
British Week in Vienna. E.S.B. 9969/69/J.
Agency inquiry for knitwear; leather clothing; leather briefcases; handbags and suitcases. E.S.B. 13018/69/J.
Inquiry for raincoats and overcoats. E.S.B. 14251/69/J.

Bulletin 65/69
Inquiry for knitwear. E.S.B. 14271/69/J.
Inquiry for bath salts; blue jeans. E.S.B. 14569/69/J.
Inquiry for brushes; hairdressing articles; toiletries. E.S.B. 13970/69/J.

Bulletin 66/69
Inquiry for berets. E.S.B. 13979/69/J.
Inquiry for reproduction furniture. E.S.B. 3233/69/J.
Agency inquiry for acrylic yarns. E.S.B. 13969/69/J.

Bulletin 67/69
Agency inquiry for fabrics; women's and children's clothing. E.S.B. 13988/69/J.
Inquiry for silk and woollen piece-goods. E.S.B. 13987/69/J.

BARBADOS

Bulletin 65/69
Inquiry for aircraft for fire-fighting and equipment. E.S.B. 13579/69/J.

BRAZIL

Bulletin 64/69
Inquiry for investment casting machinery; clutch bearing manufacturing machinery. E.S.B. 14241/69/J.

Bulletin 67/69
Inquiry for metallic screens. E.S.B. 14215/69/J.

BRITISH HONDURAS

Bulletin 64/69
Agency inquiry for tractors. E.S.B. 13889/69/J.

BULGARIA/DENMARK

Bulletin 63/69
Trade Agreement. E.S.B. 1209/G/J.

CANADA

Bulletin 63/69
Agency inquiry for expansion plugs; specialized automotive tools. E.S.B. 12793/69/J.

Bulletin 64/69
Inquiry for headwear. E.S.B. 13842/69/J.
Agency inquiry for fluorescent pigments; plastic processing pigments and colorants; plastic raw materials. E.S.B. 13853/69/J.
Inquiry for women's knitwear. E.S.B. 8251/69/J.
Inquiry for lace products; spool boxes. E.S.B. 13540/69/J.
Inquiry for compressors; exchangers; stainless steel tubing; pumps and valves. E.S.B. 5423/69/J.
Inquiry for sports goods. E.S.B. 13673/69/J.

Bulletin 65/69
Agency inquiry for electric generators; electric power cable; electrical fittings. E.S.B. 6765/69/J.
Inquiry for glass marbles and beads. E.S.B. 13764/69/J.

Bulletin 66/69
Inquiry for boring mill. E.S.B. 13968/69/J.
Inquiry for pharmaceuticals. E.S.B. 14213/69/J.
Inquiry for summer caps. E.S.B. 13578/69/J.

Bulletin 67/69
Inquiry for ignition cable sets; panels; switches. E.S.B. 13818/69/J.
Inquiry for steel forgings. E.S.B. 14536/69/J.
Inquiry for downproof sateen. E.S.B. 14570/69/J.

CEYLON

Bulletin 64/69
Agency inquiry for computer equipment and supplies. E.S.B. 13583/69/J.

CZECHOSLOVAKIA/FINLAND

Bulletin 63/69
Trade Agreement. E.S.B. 1209/G/J.

ETHIOPIA

Bulletin 66/69
Agency inquiry for furniture industry fittings; leather cloth; light industrial electrical appliances. E.S.B. 10985/69/J.

Bulletin 68/69
Inquiry for biscuits; confectionery; sugar; yeast. E.S.B. 13527/69/J.

FIJI

Bulletin 66/69
Agency inquiry for children's wear; knitted underwear; shirts. E.S.B. 13891/69/J.
Agency inquiry for electric irons; suitings. E.S.B. 13885/69/J.

FINLAND

Bulletin 63/69
Agency inquiry for plastic film and foil; rubber gloves. E.S.B. 3635/69/J.

Bulletin 64/69
Agency inquiry for leather. E.S.B. 13696/69/J.

Bulletin 66/69
Agency inquiry for glassware; porcelain. E.S.B. 10300/69/J.
Agency inquiry for carpets. E.S.B. 13966/69/J.
Agency inquiry for silver. E.S.B. 13588/69/J.

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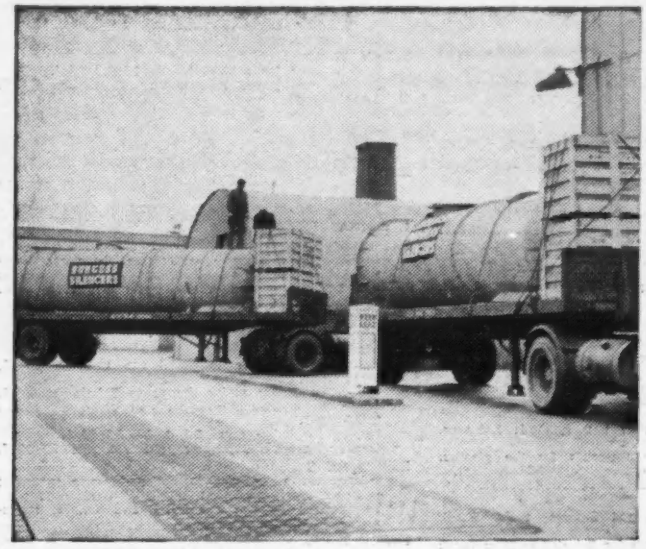

Transport being loaded for export with two of four steel exhaust silencers each 25 ft. x 6 ft. diameter and weighing 4¼ tons, manufactured by Burgess Products Co. Ltd., Hinckley, Leicestershire, for use as self-supporting units in conjunction with two Mirrlees National type 16-cylinder diesel engines to be installed in the new Spring Gardens power station under construction for the Barbados Light and Power Co. Ltd., close to a residential area at Bridgetown, Barbados.

Dunlop Barna championship table tennis tables for use in the world championships to be held in Munich from April 17 to 27, were recently despatched from the Dunlop Sports Company's factory at Waltham Abbey, Essex. The tables are here seen being loaded on to a lorry ready for delivery to Germany. Dunlop tables will be used exclusively during the championships.

FRANCE

Bulletin 65/69
Inquiry for car accessories; crockery and glassware; foodstuffs; gardening tools; knitwear and clothing; novelty items; shoes. E.S.B. 1447/69/J.

FRANCE/ALBANIA

Bulletin 66/69
Trade Agreement. E.S.B. 1209/G/J.

FRANCE/SWEDEN

Bulletin 66/69
Trade and Financial Arrangements. E.S.B. 1209/G/J.

FRANCE/SWITZERLAND

Bulletin 66/69
Trade and Financial Arrangements. E.S.B. 1209/G/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 63/69
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Inquiry for clocks and barometers; decorative household items and art and craft products; furniture; whisky flagons. E.S.B. 14644/69/J.
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Inquiry for chain-making, milling and special purpose machines; cutters; electronic measuring and control instruments formers; presses and shears. E.S.B. 13914/69/J.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Back up your overseas marketing by advertising in the appropriate trade and technical publications. For an independent and free assessment of available publications in all parts of the world contact:—

INTERNATIONAL MEDIA ASSOCIATES LIMITED

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 888 *of March* 28 *issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Hosiery market investigation

THE FAR EAST exports of one of Britain's biggest hosiery firms, D. Byford & Co. Ltd., of Leicester, will be investigated by Mr. A. Parker, the managing director, during a trip to Japan later this month.

Byford have a large sock market in the Far East. Mr. Parker will take the opportunity of a further investigation of potential in Japan for his company's merchandise and to call on bigger customers in Tokyo to discuss promotional plans for British Week next September.

He made his first visit to the United States and Canada in 1947 with Mr. Donald Byford and has continued to make regular visits there two or three times a year. He has travelled extensively in Europe on business and made visits to South Africa, Far East and Australia.

Firm's overseas sales drive

As Allied Colloids Manufacturing Company Limited, of Bradford, welcomes back a technical salesman from a six month sales tour of Canada, another executive leaves for South America to push sales of the company's speciality chemical products.

Mr. R. Sykes has spent the last half-year in Canada visiting mining and mineral processing plants carrying out laboratory and field surveys of the firm's range of Magnafloc flocculants and other chemical agents for the ore processing industry. Off to South America is Mr. M. Perrins, who will visit sugar, water and mining plants in five Latin American countries.

South American tour

FOLLOWING recent export successes in Chile and Mexico, Mr. Ron Groves, export manager for Pye Telecommunications Ltd., a member of the Pye of Cambridge Group, is now touring South America. With the area manager, Mr. Edward Gamble, he will visit nearly all the major South American countries before returning to Britain.

At present the two men are in Rio de Janeiro searching out further major orders.

Farm machinery sales tour

MR. DONALD G. HOWELLS, export manager of Root Harvesters Ltd., has left for the Mediterranean and Near East. During a two week tour he will discuss possibilities of selling the company's root crop harvesting machinery with growers and agents in Israel, Cyprus, the Sudan and Italy. Mr. Howells' first stop will be Israel, where he will visit several state agricultural agencies who have already expressed interest in the firm's potato harvesters following visits made by their representatives to the company's works in Peterborough.

In the other countries to be visited, Mr. Howells will be having discussions with major vegetable growers.

Eastern European drive

IN a determined bid to increase their company's volume of overseas business, directors of a Bedfordshire-based engineering firm have started a personal export drive to Eastern Europe. They are Mr. Gordon Felber, joint managing director of Spiraflite Limited, the agricultural and industrial engineering concern, and Mr. D. C. Norris, the firm's technical director, whose planned sales campaign is to include Czechoslovakia, Rumania, Poland and neighbouring countries.

In the last three years, the firm has sold machines in overseas countries to the value of around £750,000. Joint ventures and subsidiaries involving these machines have been set-up in several eastern and western countries, including the United States, Canada, Mexico, France, Israel, Italy and Spain.

Middle-East market research

A MIDDLE-EAST market research tour is being made by Mr. T. A. Stodart, export director of the British Constructional Steelwork Association. The tour will cover the Lebanon, Saudi Arabia, the Trucial States, Bahrein, Kuwait and Libya, and its main objects will be; to investigate any hindrances to exporting structural steelwork and to find how they can be overcome by close co-operation with local industry and commerce; to study the generally acceptable price structure for the products of the industry; and to discover what new development plans could involve a demand for structural steelwork.

Mr. Stodart will be accompanied on the tour by Mr. Louis Cattan, a British-trained Lebanese civil engineer.

Two-month sales boost tour

MR. BEN CLAY, export sales manager of the Skefko Ball Bearing Company, Luton, Beds., and Irvine Ayrshire, has flown to Australia on the first leg of a two-month tour to boost overseas sales. After three weeks in Australia, Skefko's second largest direct export customer after South Africa, he plans to visit New Zealand, Singapore, Malaysia and Thailand.

Later this year, Mr. Clay will make trips to Portugal, Spain, Gibraltar, East, West, Central and South Africa, The Middle East, Pakistan, India and Ceylon. He expects to be away from home for a total of 190 days during 1969 and travel well over 50,000 miles – twice as much as last year.

He started this year's globe-trotting in January with a two-week tour of Scandinavia, meeting customers and prospective customers.

Last year Skefko exported 12 per cent more bearings and its intake of orders was well up on the previous year. With such a healthy order book, the firm aims to increase its direct exports by a further 25 per cent this year to establish an all-time record.

Mr. Brian Stanley (right), export sales manager of Qualcast Limited, lawn mower division, checking samples before his forthcoming visit to South Africa. His sales tour of four weeks will take him to Pretoria, Cape Town, Durban, Port Elizabeth and on to East Africa. South Africa has been one of the Qualcast Lawn Mower Group's largest customers for many years, and is their second largest market in the Southern Hemisphere.

Concentrated overseas visits

MUIR-HILL, the Gloucester member of the Babcock & Wilcox Limited Group, which makes earthmoving equipment, having achieved a 55.7 per cent increase over 1967 in their total export orders for 1968, are multiplying their overseas efforts to expand their rate of growth.

Mr. M. J. Cummings, sales director, is joining Mr. E. J. Hawke, sales development manager, for a distribution conference in the United States. Mr. Hawke will stay abroad for a 10 weeks tour of the United States, Central and South America and the Caribbean. Mr. R. J. Hindle, export manager, is on a six weeks tour of Australia and South Africa.

Visit to Japanese agents

CURRENTLY visiting Japan is Mr. Ben Arnold of the Weir Group Limited. He is managing director of Dobbie McInnes Ltd. the Group's Govan, Glasgow, specialists in fluid monitoring and control, and he is in Japan to see his company's agents there as part of a regular programme of visits to develop business there.

Since Mr. Arnold became managing director of Dobbie McInnes two years ago the company's exports to Japan have risen from £10,000 to £250,000, and Japan is now the company's best export market after Germany and Scandinavia.

Among the company's recent major successes in Japan was the supply of tank gauging equipment for six of the world's largest ships, 300,000 ton tankers built by IHI and Mitsubishi for National Bulk Carriers Inc. of New York.

Dobbie McInnes's total exports are currently running at 60 per cent of the firm's output.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Five battery-powered sweepers, each weighing nearly 1½ tons, left Orpington, Kent, on March 24 bound for the Volga motor works in Russia. Called 'Magpies', they form part of a £20,000 order for factory cleaning equipment placed by the Soviet authorities with the British firm Cimex International. According to Cimex, they are probably the biggest and heaviest mobile vacuum sweepers made anywhere in the world.

Another aircraft for Fiji

Fiji Airways has ordered a third Hawker Siddeley 748. The aircraft is due for delivery in November this year. Two Fiji Airways HS748s are currently operating on routes linking remote islands of the South Pacific with Nandi and Suva. Many of the airfields in the area from which they fly are unsurfaced. Total sales for all variants of the Hawker Siddeley 748 now stand at 187, with 137 aircraft for export.

Marker signals for Russia

Pains-Wessex Ltd., of Salisbury, have received an order for 750 'Manoverboard' combined smoke and light lifebuoy marker signals from the USSR. The order results from the company's participation in the Leningrad International Fishing Exhibition last year.

£130,000 Yugoslavian order

Forty-six Hy-Mac 26 all-hydraulic maintenance platforms have been shipped to Yugoslavia within four months by Hydraulic Machinery (Great Britain) Limited, a member of the Powell Duffryn Group. The order, worth approximately £130,000, was obtained with the co-operation of the Hy-Mac Distributor in Belgrade, Yugoslavia.

Machinery for paper industry

EIMCO (Great Britain) Ltd., of St. Neots, have just completed three large brownstock washers costing £65,000 for the St. Ann Nackawic Pulp and Paper Co. Ltd., of New Brunswick. A brownstock washer is a sophisticated form of rotary vacuum filter designed especially for the paper making industry.

£3½ million exports in 1968

The Firth Cleveland Group have reported export sales totalling nearly £3½ million during 1968, exceeding the previous year by a considerable margin and also passing the company's target. The United States and the Scandinavian countries are the two areas heading the overall list. Amongst the most successful products exported have been steel strip, lead, wire, fastenings of all kinds and machine tools.

Pumps for Czechoslovakia

Czechoslovakia's largest power stations will be equipped with British-designed giant high-speed pumps under an agreement between G. and J. Weir Limited – largest company in the Weir Group – and Polytechna, the Czechoslovak state commercial agency.

Swedish order

Dowty Hydraulic Units Ltd., in competition with 11 other manufacturers in six countries, has secured a substantial order from Bolinder Munktell AB of Sweden, for the new Dowty P.3000 hdyraulic gear pump. In addition to this order the Dowty company has concluded an agreement with Bolinder Munktell for the future licensed production of these pumps in Sweden.

Cake sales increase

Sales of British cakes abroad are still on the increase reports the Cake & Biscuit Alliance – exports jumping by 14 per cent last year to give total earnings of £375,000. France was still the biggest buyer, spending over £31,000, and sales in all EEC countries totalled some £82,000 to make this Britain's biggest market. The EFTA countries were a close second, spending nearly £70,000, with Switzerland and Denmark as the biggest buyers.

The dollar markets brought in only £32,000 by comparison, but this was again an increase – sales in the United States improving particularly to account for over half this figure.

Steel belting for Pakistan

The Hose and Belting Group of BTR Industries Limited, based at Farington, Lancs., has gained an export order for approximately $700,000, against strong overseas competition, to supply nearly 10 miles of its new Silvercord steel reinforced belting for the Tarbela Dam project in West Pakistan. Silvercord belting came on the market last year, and total export sales stand at $1,600,000.

Aircraft for Middle East

The first three Beagle Pup aircraft of the series ordered by Iraq and Iran have been delivered. The Iraqi aircraft is the first of an initial £40,000 batch of five Pup-150s which have been ordered by the Iraqi Flying Association at Baghdad, whilst the Iranian aircraft are the first pair of a £60,000 order for eight Pup-160s placed by the Iranian Civil Aviation Training Organization, Teheran.

The remaining aircraft for both countries will be delivered at regular intervals during the next few months.

£650,000 contract

The second major contract for the Anglo/Australian telescope has been let to Sir Howard Grubb Parsons and Company Ltd. of Newcastle-upon-Tyne. The British company will grind and polish all the optical components including the 156 inch diameter primary mirror and construct the telescope tube. The contract is worth about £650,000 and will take two and a half years to complete.

Water tanks for Virgin Islands Housing Development

Titan Tanks Ltd., of Billingshurst, Sussex, have won a £42,000 contract for the supply of 48 prefabricated, butyl lined water storage tanks for a housing development in the British Virgin Islands. Mr. D. G. Fraser, a director of the firm, clinched the deal during a sales and fact finding mission to the Caribbean area where he also discussed sales of Mermaid swimming pools, produced by Titan's parent company.

Important Russian contract for AP Group

The Automotive Products Group of Leamington Spa have announced the signing of a six-figure contract with the Soviet Union for the use of Borg & Beck clutches on the Moskvich '412' car. This contract, obtained in the face of international competition, is for the latest type of 'diaphragm spring' clutches produced at Leamington Spa and being supplied for a wide range of British and foreign vehicles.

New Zealand £30,000 order

Cobden Chadwick Limited, of Oldham, Lancs., have despatched a 54 inch four colour printer-rewinder, complete with ancillary equipment, to New Zealand Forest Products Limited. This machine, worth nearly £30,000, is the largest single machine the firm have supplied to this market.

£5 million Chilean contract

Following nearly two years of negotiations, a major contract has been signed in London between a Chilean company and the Shropshire firm of Adamson-Alliance (Horsehay) Ltd., covering the supply of £5 million worth of equipment to one of the largest steel works in Chile. The equipment is required in connection with the new steelmaking shop at the Huachipato Steel Miils at Concepcion and is designed to produce initially one million tons of steel per year, the layout allows production to be doubled in the future.

The financing of the contract was negotiated by Lazards, the Merchant Bankers of London, working in conjunction with the Ministry of Overseas Development and the Export Credits Guarantee Department of the Board of Trade.

Breathmeters for Canada

The first consignment of a £10,000 order for 40,000 Alcolor breathmeters has been flown to Canada. Makers of the breathmeter, Cotswold Chemical Co. Ltd., of Cheltenham, state this is their first order received from Canada. The firm are already exporting the breathmeter to more than 12 countries with firm prospects from a further eight countries. Eighty per cent of production is now exported.

Shipyards order

British Oxygen Company Ltd. have won a £200,000 order to supply welding wire and powder to three shipyards in Brazil. Delivery will be spread over 2½ years, to Ishikawajima do Brazil, run by the Japanese shipbuilders IHI; Verolme do Brazil, which is Dutch-owned, and Companhia Comercio e Navegacao Mana. The contract was negotiated through the British Overseas Engineering and Credit Company Ltd.

106 countries buy £45 million worth of orders

ICI Dyestuffs Division despatched 92,000 orders to 106 overseas countries during 1968. The total value of these exports was nearly £45 million – an increase of £10 million over the previous year's figures.

The division's exports absorb more than 85 per cent of the output of 'Procion' fibre-reactive dyes.

Russian textile order

In only its second year of operation, Jersey-Match Ltd. the jersey member of Cope Allman International Fashion Division, has landed an order from the Russian Trade Delegation to the value of £100,000. The order is made up of jersey garments both in pure wool and man-made fibres.

Micro component order

A. & M. Fell of Newhaven, have received a £80,000 order from Micro-Swiss Inc., New Jersey, United States, to supply Texas Instruments, United States, with micro-precision tungsten-carbide wire-bonding capillaries. This follows a previous announcement in December 1968 for similar orders, totalling more than £150,000, also from Micro-Swiss, to supply wire-bonding capillaries to many of the large semiconductor manufacturers in the United States. This brings the export earnings for this precision component to nearly £250,000 in less than four months – a record achievement for the company.

£1 million worth of diesel engines

Orders for diesel engines worth £1 million have recently been won by the Ruston Engine Division of English Electric Diesels Limited. Three quarters of these are for industrial duty, in countries as far apart as Australia, Nigeria and Malaysia. Included is a repeat order from Korea where three 4,850 horsepower engines are to join four others already installed at 'Christian Village,' in Korea.

£4 million Trident order from Cyprus

Cyprus Airways has ordered two Hawker Siddeley Trident Two airliners. The contract is worth about £4 million. This is the first purchase of aircraft by the airline, which has previously leased aircraft from BEA. The first of the two aircraft is scheduled for delivery in September.

Japan Airlines buy Chichester's London guide

Francis Chichester Limited, the family map publishing company run by Sir Francis Chichester, the famous navigator, has received a large order for the 'London Man' from Japan Airlines, through their San Fransisco office. London Man is a concise pocket map and guide of London complete with shopping information for the man about town.

Suspended ceilings for Libya and Kenya

An order, covering the supply and erection of nearly one million square feet of suspended ceilings has been placed by Union Engineering of Belgrade, Yugoslavia, with Vercon Limited, a London-based company specializing in 'package deal' contracts. The ceilings are to be installed in the new University of Libya, now being built in Benghazi. Architects for the scheme are James Cubitt & Partners of London.

The company also secured another contract for 190,000 square feet of suspended ceilings for the new Kenyatta National Teaching Hospital in Nairobi, Kenya, and to date, this year, export orders obtained by Vercon have exceeded £300,000 in value.

Signals for Canadian coastguard fleet

The entire fleet of coastguard vessels operated by the Canadian Department of Transport has been equipped with Pains-Wessex 'Manoverboard' combined smoke and light lifebuoy marker signals. Manufactured by Pains-Wessex Ltd., of Salisbury, the signals were supplied by Pains-Wessex (Canada) Ltd., of Halifax, Nova Scotia.

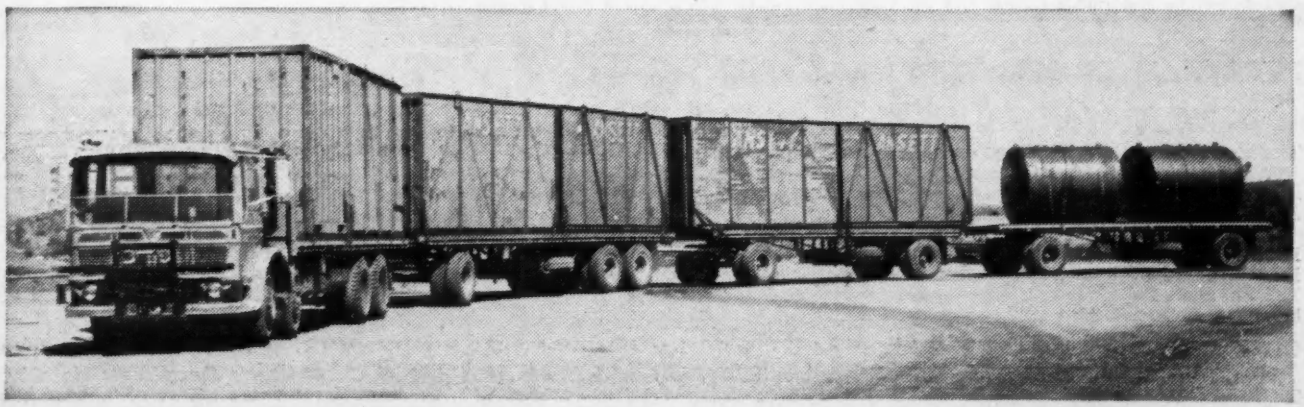
TV tubes for Algeria

English Electric Valve Co. Ltd. has recently received a £12,000 order from Radiodiffusion Television Algerienne for 33 television camera tubes.

Dr. Ernesto Klotzel, editor of the Brazilian monthly technical magazine Engenheiro Moderno, *visited the biggest diesel engine plant in the world at Peterborough during an industrial tour arranged by the Central Office of Information. Dr. Klotzel (left) is seen examining a* 170 *bhp Perkins eight cylinder V8 engine with marketing director Mr. James Winstanley, during his tour of the company's Peterborough plants. He learned that last year world production of Perkins engines from all sources was* 323,228, *including nearly* 240,000 *units made in Peterborough. More than* 86 *per cent of the engines produced in Peterborough are being exported, including about* 60 *per cent in direct exports.*

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.



This is the latest outfit to join the 12-*strong fleet of D. R. Baldock of Alice Springs. Central Australia. Working between Alice and Tennant Creek and Larrimah the machine has an all-up weight of over* 50 *ton. The motive unit is a British Leyland Mammoth Major eight-wheeler with* 226 *bhp AV* 760 *diesel engine. Also in the fleet are British Leyland Hippo, Super Hippo and Buffalo motive units – all used on road train work.*

TRADE AND FINANCIAL ARRANGEMENTS

Tariff, Customs and Import Regulations in overseas countries

The first awards for international advertising were presented on March 26 to Mr. Nigel Foulkes (left) managing director of Rank-Xerox Limited, and Mr. Walter Smith, chairman of Young & Rubicam Limited, by Sir Peter Runge, chairman of the British National Export Council, at the English Speaking Union. The awards were instituted and presented by the Overseas Press and Media Association for the best international advertising campaign emanating from Britain on behalf of British exports. There were 20 entries, the vast majority of them of 'a very high standard of which Britain could be justly proud' – as remarked by Ray Bloomfield, chairman of the Judges and ISBA's Overseas Committee.

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, proposed Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations, proposed Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

GENERAL

Regulation (CEE) No. 551/69 modifies **Regulation (CEE) No. 204/69** which establishes for certain agricultural products exported in the form of goods not covered by Annexe II of the Treaty, the general rules relating to granting export refunds and the criteria for fixing their amount. This Regulation will affect products covered by the basic **Regulations (CEE) Nos. 120/67** (cereals), **122/67** (eggs), **359/67** (rice), **1009/67** (sugar) and **804/68** (milk and milk products) (*Journal Officiel* No. L74 dated March 27, 1969).

Regulation (CEE) No. 577/69 relates to 'certificats de préfixation' in accordance with **Regulation (CEE) No. 204/69** which is the basic Regulation relating to export refunds for certain agricultural products, exported in the form of goods not covered by Annexe II of the Treaty. This Regulation will affect products covered by the basic **Regulations (CEE) Nos. 120/67** (cereals), **359/67** (rice), **1009/67** (sugar) and **804/68** (milk and milk products) (*Journal Officiel* No. L75 dated March 28, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 563/69 extends the 1968/1969 Trading Year for cattlemeat to June 30, 1969 (*Journal Officiel* No. L75 dated March 28, 1969).

EGGS

Regulation (CEE) No. 544/69 fixes the refund rates, reckoning from April 1, 1969, for eggs and egg yolks exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L73 dated March 26, 1969).

PROCESSED PRODUCTS WITH A FRUIT AND VEGETABLE BASE

The *Journal Officiel des Communautés Européennes* No. C39 dated March 22, 1969, contains the draft texts of two proposed Regulations as follows:

1. Proposed Regulation modifying **Regulation (CEE) No. 865/68,** which is the basic Regulation setting up the common organization of the market for processed products with a fruit or vegetable base, so far as it concerns the sugar content of those products.
2. Proposed Regulation concerning the manufacture and trade of fruit juice and similar products.

It should be noted that the draft texts of these proposed Regulations, when approved, may differ from the draft texts referred to above.

MILK AND MILK PRODUCTS

The *Journal Officiel des Communautés Européennes* No. C39, dated March 22, 1969, contains the draft text of a proposed Regulation modifying **Regulation (CEE) No. 804/68,** which is the basic Regulation setting up the common organization of the market for milk and milk products, so far as it concerns butter milk and powdered butter milk used for animal feedstuffs.

The *Journal Officiel des Communautés Européennes* No. C38,

dated March 21, 1969, contains the draft text of a proposed Regulation concerning the levying of compensatory amounts on powdered milk, previously bonded at the beginning of the Milk Marketing Year 1969/70.

Regulation (CEE) No. 537/69 makes further provisions for export certificates for milk products in certain cases of calls for tender (*Journal Officiel* No. L72 dated March 25, 1969).

Decision No. 69/93/CEE authorises the French Intervention Organization to sell Comté cheere (*Journal Officiel* No. L72 dated March 25, 1969).

Regulation (CEE) No. 562/69 extends the 1968/1969 Milk Marketing Year to June 30, 1969 (*Journal Officiel* No. L75 dated March 28, 1969).

Regulation (CEE) No. 574/69 modifies **Regulation (CEE) No. 1105/68** relating to the methods for granting aid for skimmed milk intended for animal feedstuffs and subject to the national denaturation system, or administrative inspection (*Journal Officiel* No. L75 dated March 28, 1969).

Regulation (CEE) No. 575/69 modifies **Regulation (CEE) No. 338/69** establishing special methods of application for the export of certain cheeses (*Journal Officiel* No. L75 dated March 28, 1969).

Regulation (CEE) No. 578/69 relates to a notice of auction for the disposal of cheese held in stock by the Italian Intervention Organization (*Journal Officiel* No. L75 dated March 28, 1969).

Harmonisation of legislation—proposed directives

THE DRAFT TEXTS of a number of proposed directives which have been submitted to the Council of the EEC for approval have been published in the *Journal Officiel des Communautés Européennes*. If approved these will affect the following sectors in the EEC.

The draft texts in French, of these proposed Directives may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of the proposed Directives, when approved, may differ from the draft texts referred to below.

MOTOR VEHICLES

1. Proposed Directive concerning the harmonization of legislation relating to the braking system of certain types of motor vehicles and their trailers (*Journal Officiel* No. C35 dated March 15, 1969).

2. Proposed Directive concerning the harmonization of legislation relating to the entering and leaving of a motor vehicle (i.e. doors and running boards) (*Journal Officiel* No. C35 dated March 15, 1969).

COMPANY LAW

Proposed Directive concerning the fiscal aspects of mergers between companies in different member states (*Journal Officiel* No. C39 dated March 22, 1969).

Proposed Directive concerning the fiscal aspects applicable to parent and subsidary companies in different member states (*Journal Officiel* No. C39 dated March 22, 1969).

RULES OF COMPETITION

The *Board of Trade Journal* dated July 29, 1966, contained an announcement about an application submitted by the European Committee for co-operation of the Machine-Tool Industries (CECIMO) on the basis of a mandate received from its members for a negative clearance in respect of the organization of machine tool exhibitions and in particular in respect of the clauses of regulations governing exhibitors participating. The *Journal Officiel des Communautés Européennes* No. L69 dated March 20, 1969, contains the text of the Commissions **Decision No. 69/90/CEE** on this application. The Commission has decided that a limitation on machine-tool manufacturers in the Community and seven other European countries (including the United Kingdom) taking part in trade fairs is not contrary to the community's competition rules. The rules of the European Machine Tools Exhibitions (EMTE), which are held every two years by the European Committee for co-operation by Machine-Tool Industries, prohibit member companies of the Committee's national associations from exhibiting their products at other trade fairs or exhibitions in the alternate years when no machine-tool fair is being held.

The first principle under the rules of competition examined by the Commission was whether this ban restricted competition in as much as organizers of non-specialized fairs had their offers of exhibition space in the alternate years refused by machine-tool manufacturers and distributors. Secondly, the Commission ques-

(*Continued on next page*)

EUROTARIFF SERVICES

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EUROPEAN COMMUNITIES, *continued*

tioned whether the ban had the effect of limiting trade in machine-tools in that, every other year, these products could not be freely displayed at all fairs in the various countries.

However, even if competition on these two counts were found to be restricted in the terms of Article 85.1 of the Rome Treaty, especially with regard to a restriction on trade between the Community countries, the Commission considered that the agreement could be approved under Article 85.3.

The Commission concluded that:

> The present proliferation of trade fairs and exhibitions is often uneconomic, and the European Machine-Tool Exhibitions help to rationalize the organization of fairs;
>
> The EMTEs offer considerable advantages, not only to machine-tool manufacturers, but also to their customers who, every two years can acquaint themselves, in one place and under the same conditions, with the whole range of machine-tools produced in Europe.
>
> The restriction of competition resulting from the limitation on exhibiting in the EMTE rules remains within the minimum limits necessary to obtain the desired rationalization, and, besides, effective competition exists in the Common Market between the organizers of trade fairs and between the sellers of machine-tools.

The importance of the Commission's decision extends beyond the machine-tool industry, for many other organizations arranging international trade fairs have rules comparable to those of the EMTE.

Common Customs Tariff of the EEC

THE *Board of Trade Journal* dated January 10, 1969 (page 111), contains a notice about **Regulation (CEE) No. 2094/68** which modified **Regulation (CEE) No. 950/68** which is the Common Customs Tariff of the EEC and which came into force on July 1, 1968.

The *Journal Officiel des Communautés Européennes* No. L74 dated March 27, 1969, contains the text of **Regulation (CEE) No. 553/69** which amends the German version of Annex I of **Regulation (CEE) No. 2094/68.**

The French text of this Regulation may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SPAIN

Duty free import quota—yucca or manioc roots

IN THE *State Gazette* of March 31 the Spanish authorities published a Decree establishing a duty free quota for the import of 9,000 metric tons of Yucca or Manioc roots (Tariff Heading 07.06A) until December 31, 1969.

Inquiries about this notice should be addressed to : Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

FRANCE

Import regulations for certain foodstuffs

THE FRENCH *Journal Officiel* of April 1, published a notice setting out the variable levies and maximum rates which apply from April 1, 1968, to certain foodstuffs of the following tariff headings: 17.04, 18.06, 19.01, 19.02, 19.03, 19.04, 19.05, 19.06, 19.07, 19.08, 21.01, 21.06, 21.07, 22.02, 29.04, 35.05 and 38.12 (for the sake of brevity the condensed descriptions are omitted but can be seen in the *Board of Trade Journal* of August 11, 1967, page 365).

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

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HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

KUWAIT

Business visitors to Kuwait

BRITISH BUSINESSMEN visiting Kuwait on or after April 10, 1969 will require a permit in duplicate, one to be handed to the customs authorities on entering the country, the other on leaving. Permits may be obtained from a Kuwaiti Consulate or any authorized Kuwaiti mission abroad. Alternatively, a letter of invitation in duplicate from a sponsor resident in Kuwait and stamped by the Kuwait Ministry of the Interior is equally acceptable.

The address of the Consular Section of the Kuwait Embassy in London is 40 Devonshire Street, London, W.1.

ISRAEL

Tariff amendments

DURING the period to December 31, 1969 the following amendments to the Israeli Customs Tariff have been ordered by the Minister of Finance.

Item	Description	Unit rate of Duty *Ad val.*
87.04	Chassis fitted with engines, etc.	
5030	Disassembled chassis used for the assembly of commercial motor vehicles of an authorised total weight exceeding 10,000 kg. etc.	Exempt
87.01 9900	Other	
9910	Tractors for trailers and semi-trailers propelled by compression ignition engines (diesel engines):	
9913	Where all the following conditions are fulfilled: A. Having at least a tandem drive. B. Having, together with the trailers a total authorised weight exceeding 50 tons. C. Propelled by an engine of at least 236 b.h.p. gross, in accordance with the BS AU 141, 1967 standard or at least 241 b.h.p. gross, in accordance with the DIN 70020 standard, or of at least 254 b.h.p. gross in accordance with the SAE standard, with transmission gears and axles designed to absorb the highest possible power and torque reaction produced by the engine, and provided all this has been approved by the Director General of the Ministry of Transport prior to the importation of the goods	35% but not less than IL35,00p Unit each.
9919	Other	70% but not less than IL3.00 kg. each.
9990	Other	10% each
87.02	(1) Sub paras. 3032 and 3033 will be superseded by the following:	
3034	Propelled by compression ignition engines, and having a total authorised weight exceeding 4,500 kg. provided all the following condition are fulfilled: A. Having at least tandem drive. B. Their total authorized weight exceeding 30·5 tons. C. Propelled by an engine having at least 236 b.h.p. gross, in accordance with the 1967 Standard BS AU 141 or at least 241 b.h.p. gross in accordance with the DN 70020 standard, or at least 254 b.h.p. gross in accordance with the SAE standard and having transmission gears and axles designed to absorb the highest possible power and torque reaction generated by the engine and provided all this has been approved by the Director General of the Ministry of Transportation prior to the importation of the goods	35% but not less than IL35,000p unit.

(*Continued on next page*)

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ISRAEL, *continued*

Item	Description	Unit rate of Duty *Ad val.*
3035	Other, propelled by compression ignition engines (diesel engines) and having an authorised total weight exceeding 4,500 kg.	70% but not less than IL3.00p kg. each.
	(2) Sub-paragraphs 3041 and 3042 will be superseded by the following:	
3043	Where all the following conditions have been fulfilled: A. Having at least a tandem drive. B. Their total authorised weight exceeds 30·5 tons. C. Propelled by an engine having at least 236 b.h.p. gross, in accordance with the 1967 BS. ALL 141 standard, or having, at least 241 b.h.p. gross in accordance with the DIN 70020 standard or at least 254 b.h.0. gross in accordance with the SAE standard, and having transmission gears and axles, designed to absorb the highest possible power and torque reaction generated by the engine, and provided all this has been approved by the Director General of the Ministry of Transport prior to the importation of the goods	35% but not less than IL35,000p unit each.
3049	Other	70% but not less than IL3·00 kg. each.
87.04	(1) Sub-paragraphs 5010 and 5020 are hereby repealed.	
	(2) Sub-paragraph 5030 will be followed by:	
5040	Of the type described in items 87.01.9913, 87.02.2034 or 87.02.3043	35% but not less than IL35,000p unit each.
5090	Other	70% but not less than IL3·00 kg. each.
703	(1) Para. 1,000 will be superseded by the following:	
1000	Field vehicles with a front and rear drive propelled by a spark ignition engine, the piston displacement of which exceeds 2,100 c.c. and the total weight of the vehicles does does not exceed 1,100 kg. (GATT).	10%
	(2) Sub-paragraph 9940 will be followed by:	
9950	Of the station wagon type, of an authorised total weight up to 2,100 kg. with a front and rear drive, propelled by a spark ignition engine and piston displacement of which exceeds 2,100 c.c. and which is released before January 1, 1970 (GATT).	65%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Labelling regulations

THE ISRAELI MINISTRY of Commerce and Industry circularized a letter to the Chamber of Commerce in Tel Aviv dated February 19, concerning the labelling regulations of imported beverages. A copy is held by Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LEBANON

Importation of sugar

THE LEBANESE *Official Gazette* of January 6 (under Decree No. 11636) has published new regulations regarding the import of raw and white (refined) sugar into the Lebanon.

These regulations maintain import licensing control on sugar and make the issue of licences conditional on the importer buying a quantity of locally manufactured sugar equivalent to a quarter of the quantity he wishes to import during 1969. For subsequent years, the proportion is to be decided by the Government.

The new decree also limits the total quantity of raw sugar which the three local refineries may import during 1969 to 30,000 tons which may be increased to 40,000 tons subject to certain conditions. Such imports are however made subject to a time table.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757, *Ext.* 7146).

Law regulating foreign ownership of real estate

IN THE *Board of Trade Journal* of November 25, 1966, it was reported that a law had come into force regulating foreign ownership of real estate in the Lebanon.

Decree No. 11614 of January 4, 1969, supersedes that law and restricts the maximum area which a foreign person or body may be authorized to acquire throughout the Lebanon to 10,000 square meters. (A maximum area of 50,000 square metres was allowed under the previous law). This property may be owned in any part of the country except border areas, i.e. areas within three kilometres inside the Lebanese border, and subject to the total area owned by foreigners in any one governorate not exceeding 5 per cent of the total area of that governorate.

All inquiries about this notice should be address to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454) quoting reference CRE 10334/G.

GHANA

Import licensing requirements

Notice to Importers No. 314 published in the Ghana Commercial and Industrial Bulletin of February 21 reads as follows:

It has come to the notice of the Controller of Imports and Exports that a number of importers are in the habit of placing orders for goods in anticipation of the issue to them of the necessary licences to cover them. Generally the goods concerned arrive in port when no licences have been secured. This has often created embarrassment not only to the importers themselves, but also to the Ministry of Trade which is not always able to accommodate the imports in the approved import programme.

All importers are hereby advised to refrain from this practice, as they run the risk of having their imports confiscated. On no account should orders for goods be placed in advance of securing the appropriate import licences.

Industrial Development Corporation creditors

The following notice appeared in the Ghana Commercial and Industrial Bulletin of February 21, 1969:

FINAL NOTICE FOR CLAIMS

The public are hereby informed, that anyone who has any claim against the Ghana Industrial Development Corporation (IDC) should submit his or her claim within three months from the date of this notice.

By Order Liquidator IDC

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3064).

REPUBLIC OF SOUTH AFRICA

Customs tariff change

UNDER THE South African *Government Gazette* Notice No. R409, of March 21 the temporary provision for a rebate of duty on fresh fish, chilled or frozen, is withdrawn and provision made for a rebate of the duty not exceeding the preferential duty on frozen whale meat, in such quantities and at such times as the Secretary for Industries may allow by specific permit (B.N. Heading 460.07.02.04).

Inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Introduction of sales duty

THE SOUTH AFRICAN budget for 1969-70 introduced a sales duty payable at the time of entry on certain goods manufactured in or imported into the Republic for home consumption. For this purpose the value of imported goods will be the free onboard price or the domestic value whichever yields the higher amount of sales duty, plus 15 per cent of such value, plus carriage from the port or place of landing to the place of entry for home consumption, plus any non-related customs duty; the value of goods manufactured in the Republic will be the full and final market price before deduction of any discount other than cash and normal trade discounts.

Some of the goods are listed below; the balance will be published in next week's *Journal*.

Sales duty item	Tariff heading and description	Rate of sales duty (Per cent *ad valorem*)
131.00	Live animals; animal products	
132.00	Vegetable products:	
	09.04 Pepper of the genus *Piper*; pimento of the genus *Capsicum* or of the genus *Pimenta*	10
	09.05 Vanilla	10
	09.06 Cinnamon and cinnamon-tree flowers	10
	09.07 Cloves (whole fruit, cloves and stems)	10
	09.08 Nutmeg, mace and cardamoms	10
	09.09 Seeds of anise, badian, fennel, coriander, cumin, caraway and juniper	10
	09.10 Thyme, saffron and bay leaves; other spices	10
133.00	Animal and vegetable fats and oils and their cleavage products; prepared edible fats; animals and vegetable waxes	
134.00	Prepared foodstuffs; beverages, spirits and vinegar; tobacco:	
	17.04 Sugar confectionery, not containing cocoa	10
	17.05 Flavoured or coloured sugars in powder, block or other forms ready for making soft drinks by the addition of water	10
	18.06 Chocolate and sugar confectionery containing cocoa (excluding confectionery, put up for sale to diabetics)	10
	19.08 Biscuits being fine bakers' ware and commonly known as dry biscuits, whether or not containing cocoa in any proportion	10
	20.01 Vegetables and fruit, prepared or preserved by vinegar or acetic acid, with or without sugar, whether or not containing salt, spices or mustard	10
	20.02 Vegetables prepared or preserved otherwise than by vinegar or acetic acid, the following:	
	Pickles, mustard pickles, chutney and like preparations	10
	21.03 Mustard flour and prepared mustard	10
	21.04 Sauces; mixed condiments and mixed seasonings	10
135.00	Mineral fuels, mineral oils and products of their distillation; bituminous substances; mineral waxes	
136.00	Products of the chemical and allied industries:	
	32.09 Varnishes and lacquers; distempers; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; dyes in forms or packings of a kind sold by retail (excluding pearl essence and special dyes of a kind for laboratory use)	10
	33.04 Mixtures of two or more odoriferous substances (natural or artificial) and mixtures (including alcoholic solutions) with a basis of one or more of these substances, of a kind used as raw materials in the perfumery, the food, the drink or other industries	10
	33.05 Aqueous distillates and aqueous solutions of essential oils, including such products suitable for medicinal uses	20
	33.06 Perfumery, cosmetics and toilet preparations	20
	34.01 Soap, including medicated soap	10
	34.02 Organic surface-active agents (excluding soaps); surface-active preparations and washing preparations, whether or not containing soap	10
	34.05 Polishes and creams, for footwear, for furniture or for floors, metal polishes, scouring powders and similar preparations (but excluding prepared waxes not emulsified or not containing solvents)	5
	34.06 Candles (other than plain uncoloured household candles), tapers, night lights and the like	10
	35.06 Glues and products suitable for use as glues, put up for sale by retail as glues in packages not exceeding a net weight of 1 kg.	20

(*Continued on next page*)

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Sales duty item	Tariff heading and description	Rate of sales duty (Per cent *ad valorem*)
	36.05 Pyrotechnic articles (excluding articles designed for research, signalling or life-saving use or for use in industry)	20
	36.06 Matches (excluding Bengal matches)	20
	38.11 Disinfectants, insecticides, fungicides, weedkillers, anti-sprouting products, rat poisons and similar products put up in forms or packings for sale by retail or put up as preparations in packings for sale by retail or put up as articles (for example, sulphur-treated bands, wicks and candles, fly-papers)	10
	38.14 Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils, put up for sale by retail	20
	38.19 Anti-freezing preparations, deodorants (not being medicaments, toilet preparations or disinfectants), ink removers and stencil correctors put in retail packings	20
137.00	Artificial resins and plastic materials, cellulose esters and ethers, and articles thereof; rubber, synthetic rubber, factice, and articles thereof:	
	39.07 Articles of artificial resins and plastic materials, cellulose esters and ethers (excluding building fixtures, floor coverings, articles of apparel and clothing accessories, articles for electric lighting, handles for tools, knives, forks and the like, transmission and conveyor belts and belting, articles for commercial and industrial packaging, sausage casings and articles of a type for use in industry:	
	(1) Articles of personal adornment	20
	(2) Other	10
	40.11 New and retreaded or reconditioned rubber tyres, tyre cases, interchangeable tyre treads, inner tubes and tyre flaps for wheels of all kinds (excluding pedal cycle and tractor tyres, tyre cases and tubes and tyres or tyre cases of a kind specially manufactured for heavy earth moving machinery and graders and the like and commonly known as off-the-road type tyres)	20
	40.13 Rubber belts being clothing accessories	20
	40.14 Articles of unhardened vulcanised rubber, the following: Plugs for baths, sinks, washbasins and the like Stationery and other articles suitable for use in offices Cables for launching gliders Tobacco-pouches Pneumatic mattresses, pillows, cushions and the like Inner tube repair patches	10
	40.16 Articles of hardened rubber (ebonite and vulcanite), the following: Articles suitable for personal or domestic use (excluding building fixtures and floor coverings) Articles suitable for office use Fancy goods, statuettes and articles for interior decoration	10
138.00	Raw hides and skins, leather, furskins and articles thereof; saddlery and harness; travel goods, handbags and similar containers; articles of gut (other than silk-worm gut)	
	42.02 Travel goods (for example, trunks, suit-cases, hat-boxes, travelling-bags, rucksacks), shopping bags, handbags, satchels, briefcases, wallets, purses, toilet-cases, tool-cases, tobacco-pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanised fibre, of artificial plasting sheeting, of paper-board or of textile fabric	20
	42.03 Articles of apparel and clothing accessories, of leather or of composition leather (excluding articles of a kind for use in industry)	20
	42.05 General articles of leather or of composition leather, the following: Articles suitable for personal or domestic use	20
	43.03 Articles of furskin	20
	43.04 Articles of artificial fur	20
139.00	Wood and articles of wood; wood charcoal; cork and articles of cork; manufacturers of straw, of esparto and of other plaiting materials; basketware and wickerwork	
	44.20 Wooden picture frames, photograph frames, mirror frames and the like	10
	44.24 Household utensils of wood	10
	44.27 Articles of furniture, of wood, not falling within item 150.00; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins and similar receptacles, of wood; articles of wood for personal use of adornment, of a kind normally carried in the pocket, in the handbag or on the person	10
140.00	Paper-making material; paper and paperboard and articles thereof:	
	48.11 Wallpaper and lincrusta; window transparancies of paper	10
	48.13 Carbon and other copying papers (including duplicator stencils) and transfer papers, cut to size, whether or not put up in boxes	10
	48.14 Writing blocks, envelopes, letter-cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery	10
	48.15 Other paper and paperboard, cut to size or shape (excluding such paper and paperboard of a kind used in the manufacture, wrapping or packing of any article and filter-papers and filter-boards)	10
	48.17 Box files, letter trays, storage boxes and similar articles, of paper or paperboard, of a kind commonly used in offices, shops and the like	10
	48.18 Registers, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (loose-leaf or other), file covers and other stationery (excluding box files and soft-cover school exercise books) of paper or paperboard; sample and other albums and book covers, of paper or paper-board	10
	48.19 Paper or paperboard labels, whether or not printed or gummed	10
	48.21 Other articles of paper pulp, paper, paperboard or cellulose wadding (excluding lampshades and sanitary napkins and articles of a kind used in the manufacture, wrapping or packing of industrial products)	20
	49.09 Picture postcards, Christmas and other picture greetings cards, printed by any process, with or without trimmings	20
	49.10 Calendars of any kind, of paper or paperboard, including calendar blocks	20
	49.11 Printed calendar backs with or without illustrations, including advertising calendar backs	20
	Calendars printed on material other than paper or paperboard including advertising calendars	20
	Christmas and other greeting cards, other than pictorial	
141.00	Textiles and textile articles	
	58.01 and 58.02 Carpets, carpeting, rugs, mats and matting of all kinds, up or not (excluding mats and matting of hard vegetable fibres)	10
	60.02 Gloves, mittens and mitts, knitted or crocheted, not elastic nor rubberised (excluding gloves designed for industrial use)	20
	61.10 Gloves, mittens and mitts, not being knitted or crocheted goods (excluding gloves designed for industrial use)	20
	62.02 Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles (excluding lampshades)	5
	62.04 Tarpaulins, sails, awnings, sunblinds, tents and camping goods	10

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3),

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost,

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery,

Commencing 1st April 69

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BY
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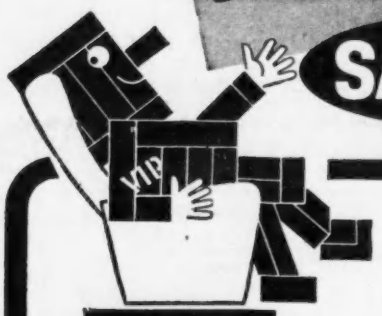

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TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 50, Open General Licence (Amendment) (No. 3) Notice, 1969 published in the United Republic of Tanzania *Official Gazette* of March 7, amends, with effect from February 21, the Open General Licence, 1968. The Second Schedule to the latter Open General Licence (published in the *Board of Trade Journal* of August 16, 1968, pages 514-515), and subsequently amended, is now further amended by the addition of the following items:

Second Schedule

40.11	Tyres made for motor vehicles designed or used for the purpose of carriage of passengers or goods, where such tyres have the rim diameter of not less than eleven inches and not more than twenty-one inches, whether such tyres are intended for use in motor vehicles or otherwise and whether such tyres have been previously used or not.
40.11C	Tubes to fit tyres described in the preceding item.

Note:

The effect of this notice is to add the above items to the list of goods for which applications to import should be submitted to the State Trading Corporation, P.O. Box 883, Dar es Salaam, and not direct to the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 473).

ZAMBIA

Customs tariff amendment

THE ZAMBIAN Customs and Excise (Amendment) Act, No. 3 of 1969 was published in the Supplement to the *Official Gazette* dated March 21. This confirms the Customs and Excise (Amendment) Act, 1969 (details of which were published in the *Board of Trade Journal* of February 21, pages 579-582) with the exception of item 54 which should now read as follows:

Item	Goods	Duty
54	Cigarettes . . . . . per lb. and in addition *ad val.*	K.5·00 30%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

SINGAPORE

Motor buses and commercial vehicles

THE BOARD OF TRADE have been informed by cable that the import of buses and commercial vehicles is no longer subject to licensing and quota restrictions. As from March 28, 1969, however, the following new import duties will apply:–

(a) Semi or medium knock down – new and other than new .. .. 20 per cent
(b) Completely built up – new and other than new 30 per cent

BARBADOS

Customs tariff changes

THE BOARD OF TRADE have received a copy of an Order which provides for the amendment of Part I of the First Schedule to the Barbados Customs Tariff (Table of Import Duties) by the deletion of item 512.21 and the substitution therefor of the following:

	Class or description of goods	Unit		Rate of duty	
		Classification	For duty	Preferential	General
512.21	Methyl alcohol (methanol) including wood naphtha .	gal.	Value	10%	20%

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

CHILE

Import regulations

ON MARCH 11 the Chilean Central Bank adopted the following resolution affecting imports payable on deferred terms:

1. Applications for import registrations for goods supplied direct by overseas manufacturer to importer must be accompanied by the manufacturer's original pro-forma invoice.
2. When exports to Chile are arranged through a person or company other than the manufacturer the pro-forma invoice of the said person or company must be submitted together with that of the manufacturer.
3. Invoices issued by an exporter who is not the manufacturer must quote the cost given in the manufacturer's invoice (factory, f.o.b., etc.) and show all additional charges (freight, insurance, etc.) and pre-financing expenses, if any, separately.
4. The intermediary may not include in his invoice any commission for his Chilean representative. He may, however, reserve for his representative a share of his own profit on the deal.
5. The Control Department of the Foreign Trade Department may insist upon the presentation of more than one quotation when it considers advisable, in order to decide what operations shall be permitted.

BRAZIL

Change in import duty and tariff

THE BOARD OF TRADE has recently received details of Brazilian Resolution No. 520 which was published on December 23, 1968, and reads as follows:

Tariff No.	Description	Rate of duty *Ad valorem* c.i.f.
15.19	Oils, modified by other processes:	
001	Sulphurized	60%
002	Epoxydized	25%
003	Other	25%

ARGENTINA

Prior deposits

ARGENTINE Central Bank Circular R.C. No. 371 of January 31, 1969 summarizes the regulations relating to prior deposits for imports. The main points are:

1. An importer is required to make a prior deposit, in the name of the firm which will effect Customs clearance, of 40 per cent of the c & f value of the goods, at the spot rate of exchange then ruling, before placing firm orders abroad. Payment of the deposit which will be held for 180 days will establish the right (a) to open a documentary credit, (b) to collect shipping documents from Banks, (c) to effect Customs clearance of the goods, (d) to effect payment abroad and (e) to buy future exchange; the deposit must be lodged in the authorized institution through which transactions abroad in connection with these operations are carried out.
2. The prior deposit may be released at the end of the 180 day period, whether or not the goods concerned have been cleared through Customs. Deposits made for the purpose of buying future exchange may also be released at the end of 180 days, irrespective of the validity period of the related contract.
3. Banks may not grant credits, either directly or indirectly, for the purpose of financing prior deposits.
4. Certain bodies are exempted from compliance with the regulations outlined above and certain goods are exempted from the prior deposit requirement. Details may be obtained from Export Services Branch Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

CENTRAL AMERICAN COMMON MARKET

Nicaraguan tax on Central American imports

HM EMBASSY in Managua report that Decree No. 3 published in the Nicaraguan *La Gaceta* on and effective from February 26, 1969 introduces for economic reasons a special compensatory consumer tax on all non-essential imports entering Nicaragua from countries within the Central American Common Market (CACM),

CACM import duty bonds on Nicaraguan goods

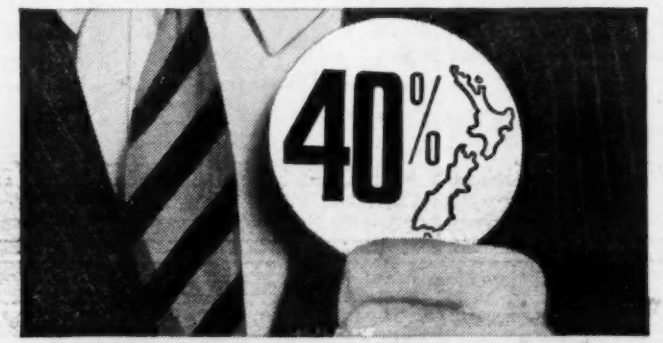
HM EMBASSY in San Salvador report that the Governments of Costa Rica, El Salvador, Guatemala and Honduras have announced that, as a temporary measure, they will require bonds, equal to the amount of the CACM Common External Tariff, imposed on imports from outside the region, on all exports from Nicaragua to their countries.

Honduras introduces CACM economic stabilization tax

HM EMBASSY in Tegucigalpa report the ratification by Honduras of the Protocol to the General Treaty of Central American Economic Integration (see *Board of Trade Journal* of July 26, 1968, page 295). The protocol, which came into effect in Honduras on March 21 creates an economic stabilization tax of 30 per cent of the import duty payable on most goods entering from outside the Central American Common Market, except on essential goods and those required by strategic sectors of the economy such as agriculture, industry and transport. A list (in Spanish) of items which are not subject to the economic stabilization tax in Honduras may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474 or 476).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list was given on page* 942 *of March* 28, 1969, *issue.*



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MEXICO

Advertising of alcoholic beverages

HM EMBASSY in Mexico City report that by a Resolution of the Mexican Ministry of Health and Public Welfare, dated February 6, 1969 and published in the *Diario Oficial* on February 15, the advertising of alcoholic beverages may only refer to the quality, manufacturing techniques and characteristics of the product, but not to effects on consumers on account of alcoholic content. Publicity which deceives the public as to the properties, uses and effects of alcoholic beverages is prohibited.

The resolution will apply to alcoholic beverages which contradict its provisions within 60 days of publication in the *Diario Oficial*, an unofficial translation of which may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E39, Hillgate House, 35 Old Bailey, London, S.W.1 (Tel. 01-248 5757, Ext. 474 or 476).

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgments of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sales Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

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*Windwards only †Barbados only

UNITED STATES

Federal Insecticide, Fungicide and Rodenticide Act

THE UNITED STATES Department of Agriculture has issued an interpretation to the regulations under the above Act regarding the registration of economic poisons containing phosphorus paste.

The interpretation becomes effective on May 21, 1969.

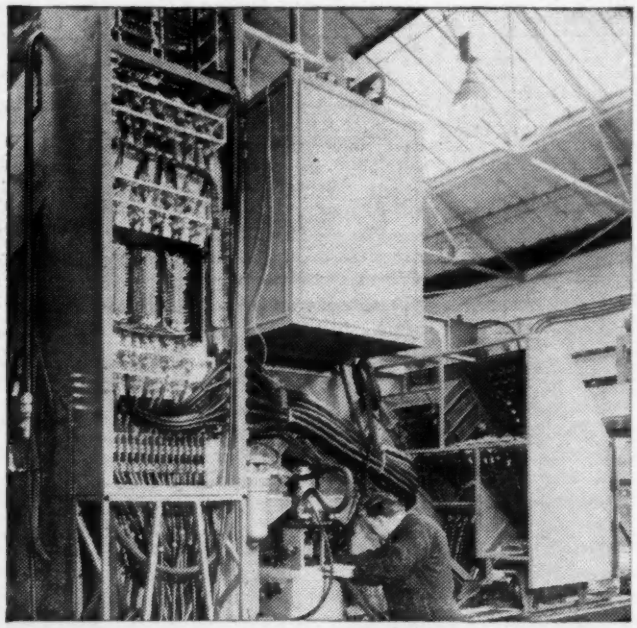
Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Guides for advertising over-the-counter drugs

THE UNITED STATES Federal Trade Commission is proposing to issue guides on the advertising of over-the-counter drugs to assist manufacturers and advertisers of such drugs to avoid violation of the Federal Trade Commission Act.

All interested persons have been invited to present written views, suggestion or objections to the proposed guides. Comments should reach the Chief, Division of Industry Guides, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, N.W. Washington D.C. 20580, not later than May 19, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



Main machine-incoming junction box on the numerically controlled Superprofiler E.S. 144, eight of which are being supplied to the Electronic Speciality Company of Los Angeles, USA, by the Machine Tools Division of Cramic Engineering Company Ltd. Some 20 miles of BICC cables are used in each of the machines which are designed to improve production of major components for the Boeing 747 'Jumbo' jets.

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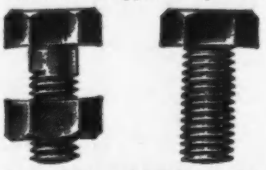

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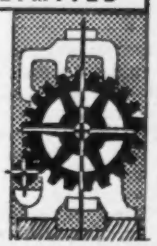

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Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow airport (Q)	This week
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By industry (Q)	4 April 1969
Distributive and service trade (A)	7 Mar. 1969
Electronic capital equipment deliveries, research and development (Q)	7 Feb. 1969
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Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Jan. 1969
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Board of Trade regional organization	28 Mar. 1969
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Programme of trade promotions	7 Mar. 1969

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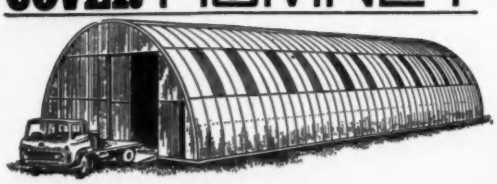

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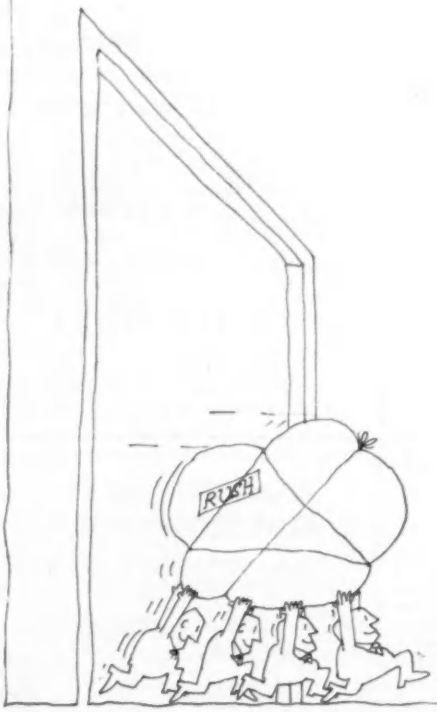

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